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Oil, Paint and Drug Reporter

THE CHEMICAL MARKET AUTHORITY

SINCE 1871

Volume 138
Number 16

October 14, 1940

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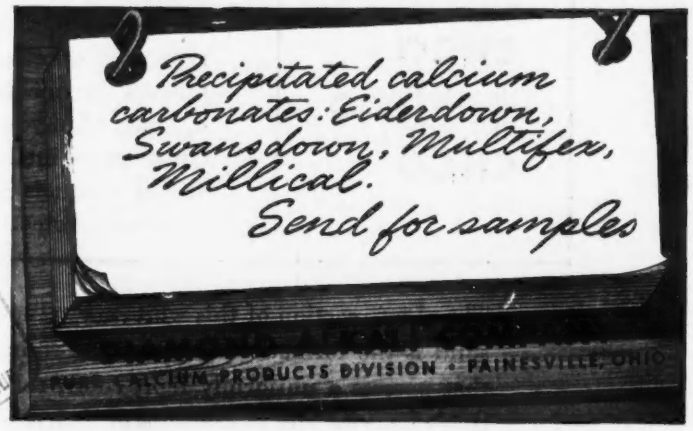
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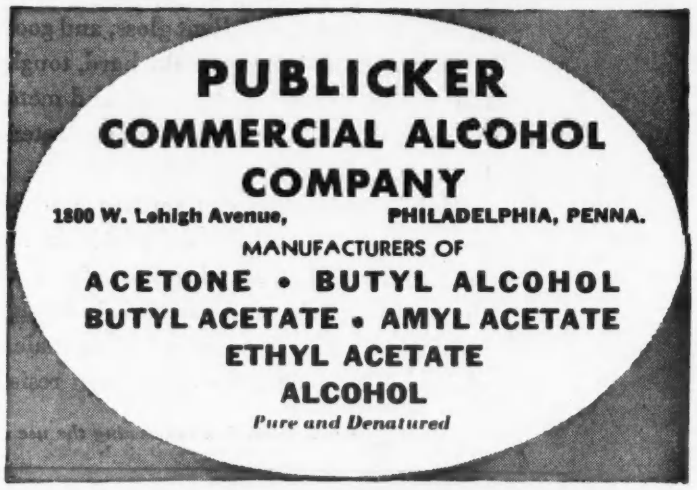

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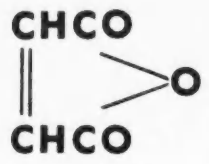

Because of the need for faster finishing schedules and improved surface-coatings, the demand has steadily grown for the maleic-type of synthetic resins. To help meet this need, Carbide and Carbon Chemicals Corporation has begun large scale production of Maleic Anhydride. Its chemical structure indicates a promising future as an intermediate in the production of other industrially useful products in addition to its use as a raw material for the resin and protective coating industries.

The chief reaction of this white crystalline solid is the formation of ester-type resins that possess a uniformly light color, relatively low viscosity in solutions of high concentration, the ability to release solvents rapidly on drying, excellent gloss, and good durability. Maleic resins make hard, tough, fast-drying, quick-sanding wood and metal lacquers which have excellent color retention.

Maleic Anhydride can replace 5 to 10 per cent of the phthalic anhydride in the fatty acid-modified alkyd resins to increase the heat reactivity and hardness in baking coatings. Varnishes produced from maleic resins have a pale color and a high resistance to yellowing, which make whiter enamels possible. These varnishes are used where film hardness and quick-drying are desirable, and especially where the utilization of slower drying oils is important.

Many other useful compounds, such as the substituted succinic acid derivatives, may be derived by addition reactions at the olefine linkage of Maleic Anhydride. This anhydride undergoes the typical reactions of dicarboxylic acids, forming salts, esters, acid chlorides, and amides. It is expected that as these and other indicated new uses are developed, Maleic Anhydride will become an important intermediate in industrial synthetic chemistry.

For information concerning the use of Maleic Anhydride, address:

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Volume 138 October 14, 1940 Number 16

F.T.C. Procedure Upheld by Court

OPD Washington Bureau
October 10, 1940

The United States Circuit Court of Appeals for the Ninth Circuit (San Francisco) has sustained a cease and desist order of the Federal Trade Commission directed against California Lumbermen's Council, Fresno, and its affiliated units. The commission had ordered six associations of retail lumber dealers in California and their officers, councilmen, and members, to cease and desist from engaging in certain unlawful trade practices in restraint of interstate trade.

The Federal Trade Commission found that the respondents' primary objective, which they actively cooperated in maintaining, was to control and confine distribution exclusively through the members of their dealer associations and to prevent direct sales by manufacturers and wholesalers to all others who were nonmembers, including State and other political subdivisions. Other

—*Continued on page* 32

Small Business Study Inaugurated by Senate

OPD Washington Bureau
October 10, 1940

A resolution (S. Res. 298) authorizing a survey into the problems of small business has been voted by the senate. The following committee of seven was appointed today to conduct the survey:—Senators James M. Mead of New York, Robert A. Taft of Ohio, Allen J. Ellender of Louisiana, Tom Stewart of Tennessee, Francis T. Maloney of Connecticut, Arthur Capper of Kansas, and James E. Murray of Montana.

Senator Murray, author of the resolution, told the senate that practically every Federal agency in Washington agreed that a study of this kind was justified. Emphasizing the value of small businesses to the nation, he said that about 90 percent of such businesses end in failure. Opponents pointed out that the Temporary National Economic Committee has already gone into this question; the Reconstruction Finance Corpjoration has loaned large sums of money to small businesses, and that the banking committee has held hearings on the Mead small-loan bill.

The resolution empowers the committee to uncover facts which would aid Congress in enacting remedial legislation. No date has been set as yet for the inquiry. Expenses were cut from $15,000 to $10,000.

J.W. Young to Help Coordinate Americas

OPD Washington Bureau
October 9, 1940

James W. Young, director of the Bureau of Foreign and Domestic Commerce, has been appointed to the staff of Nelson A. Rockefeller, Coordinator of Commercial and Cultural Relations between the American Republics. He will serve as director of the division of communications in the office of coordination, and at the same time will retain his post as director of the Bureau of Foreign and Domestic Commerce.

A former official of the J. Walter Thompson Company, New York City, Mr. Young has been serving recently as an assistant in the raw materials division of the National Defense Advisory Commission. In his new post he will have supervision of the radio, press and motion picture programs of the office of coordination.

John Hay Whitney has also accepted an appointment to work on motion pictures for the coordinating staff, it is reported.

Industrial Training Status Of Wage Act Clarified

OPD Washington Bureau
October 10, 1940

To encourage employee training programs for the achievement of higher skills, the wage and hour division of the Department of Labor today announced that attendance at such training programs by employees would not be considered working time requiring compensation by the employer, provided that such attendance met four criteria. Those criterions are:—

Attendance on the part of the employee is in fact voluntary. No training program shall be considered voluntary if a condition of the employee's continued employment in his present job is attendance at the training program.

The employee shall not produce any goods or perform any other productive work during such periods of training.

The training course must be given outside of regular working hours.

The training course is intended to train the employees to a new, different, or additional skill, and is not intended to make the employees more efficient at doing what he has been doing in his present job.

—*Continued on page* 32

40-Hour Week Starts Midnight October 23

OPD Washington Bureau
October 7, 1940

Employers whose regular workweek starts before midnight October 23, 1940, during that week need conform only to the forty-two, not the forty-hour workweek, it was announced today by Colonel Philip B. Fleming, administrator of the wage and hour division of the United States Department of Labor.

It is our opinion that the forty-hour week will apply for the first time to the first full workweek beginning on or after midnight October 23, 1940, Colonel Fleming said. This is in accordance with the language of the act which declares that employees shall not be worked "for a workweek longer than forty hours after the ex-

—*Continued on page* 29

German Ties in U.S. Business Will Be Probed by Senate

OPD Washington Bureau
October 7, 1940

An investigation to uncover the extent of German control of American industry was authorized today by the senate. Senator Wheeler, author of the resolution (S. Res. 309) calling for the inquiry, indicated that hearings would not begin before January 1.

Senator Austin, of Vermont, who blocked a vote on the resolution last week on the grounds it would obstruct national defense and interfere with business, was unsuccessful this time in holding off approval. But, an appropriation of $50,000 was denied the senate interstate commerce committee which will conduct the investigation.

Scope of Probe

The investigation is directed toward things "which may or do delay, interfere with, or obstruct the national defense, including among other things:"—

(1) Part or entire ownership by stock or otherwise of, influence in, control of, and power over, domestic business and production related to national defense, by any foreign person, partnership, association, corporation, foreign government, or agents or instrumentalities thereof, or other entity;

(2) Pooling arrangements affecting national defense or other contracts or agreements between any one or more of the foregoing, and any American person, partnership, association, corporation, or other entity, for interchange of business of trade secrets or other information, for interchange of patents or processes of patent rights, for allocation of sales or places of doing business or production, for restriction of production, or for fixing of prices;

(3) Sale, directly or indirectly, in or for foreign commerce, of materials or products, whether raw, semifinished, or

—*Continued on page* 35

Sales Better in August

Domestic sales of wholesalers of chemicals, oils, and drugs were higher during August, 1940, as compared with the same month in 1939, according to data compiled by the Department of Commerce. Comparisons for various groups and some single commodities follow:—

Wholesale Sales

	Percentage comparison with Aug., 1939.
Industrial chemicals	+ 9.0
Drugs and druggists' sundries	+ 3.4
Paints and varnishes	+ 8.1
Petroleum	+ 5.4

Manufacturers' Shipments

Chemicals and allied products	+ 8.9
Petroleum refining	— 0.4
Rubber products	+ 4.6

Exports

Coaltar chemicals	+146.7
Gas and fuel oils	— 47.5
Industrial chemicals	+ 93.1
Lard	— 55.6
Lubricating oil	— 11.0
Medicinal products	+ 71.5
Motor fuels	— 56.2
Naval stores and resins	— 37.2
Oilcake and meal	— 92.6
Paints and varnishes	— 13.3
Petroleum, crude	+ 44.4
Phosphate rock	+ 22.2
Pigments	+ 4.5
Soaps and toiletries	— 17.4
Sulphur, crude	0.0

Retail Sales

Drug stores, independents	+ 6.5
Chains	+ 7.0
Inventories	+ 7.0
Filling stations, independent	+ 0.4

Wholesale Inventories

	Compared at Aug., 31.
Drugs and druggists' sundries	+ 4.1
Industrial chemicals	+ 14.1
Paints and varnishes	+ 9.6
Petroleum	+ 10.7

Manufacturers' Inventories

Chemical and allied products	+ 16.2
Petroleum refining	+ 10.0
Rubber products	+ 12.6

Economic Defense Plan Introduced in Congress

OPD Washington Bureau
October 9, 1940

An economic defense board with broad functions in the field of tariff regulations and of foreign commerce is provided for in a bill introduced today in the house by Representative Roy O. Woodruff of Michigan, a Republican member of the ways and means committee.

The bill provides for the creation of an economic defense board of six members to take the place of the United States Tariff Commission as at present constituted, the transfer to the board of the functions now exercised by the commission, and the consolidation under the new board of the various foreign trade and financial activities of the Federal government now carried on in many scattered agencies and establishments. Among its provisions in this latter connection is that the chairman of the economic defense board shall be chairman ex-officio of the board of trustees of the Export-Import Bank of Washington.

The board will have the power now exercised by the Tariff Commission of recommending to the President that tariff duties be raised or lowered not to exceed 50 percent to equalize the difference between the landed cost of foreign imports and the reasonable selling price of similar or competing articles in the United States; to arrange barter transactions with foreign nations to dispose of surplus commodities; and to assist the President in the negotiation of future tariff bargains. The bill further provides for the termination of the present trade agreement authority, and of the agreements negotiated under it and requires that future agreements be submitted for congressional approval before they become effective, and that they be based on the conditional most-favored-nation principle.

Price Policies Analyzed As Economic Influences

OPD Washington Bureau
October 9, 1940

The idea that prices are a sort of economic governor affecting the operations of production and distribution is said by Isador Lubin, Commissioner of Labor Statistics, to lie behind the bureau's analytical study—"Price Behavior and Business Policy"—shortly to be issued in printed form by the Temporary National Economic Committee.

This is the first in a series of monographs to be issued by TNEC for consideration, according to Senator Joseph C. O'Mahoney, committee chairman, by the public for their "factual" value and without in any sense suggesting a legislative program. It consists of three parts. Part I is concerned broadly with the way in which the policy decisions of businessmen in the field of price affect the economy, and devotes special attention to price flexibility and the efforts of businessmen to direct competitive effort into channels other than price.

Part II is a description of geographic price structures for a wide variety of industrial, agricultural, and extractive commodities. It deals extensively with the factor of distribution costs in the determining of prices.

Part III deals with retail prices and price margins for products handled by the drug trade, including drugs, toiletries, and sundries. The report in general deals with the effect of fair trade laws.

Mr. Lubin says that the outstanding developments in the study may be stated as follows:—

1. That any attempt to influence or regulate prices artificially, whether by business groups or by public agencies, involves consideration of a most complex and difficult character with far-reaching results.

2. That the historic canons of business conduct which have traditionally condemned restrains of trade as contrary to the public interest are, as observed, distinctly helpful in promoting production and employment.

3. That the reduction of prices so as to stimulate the flow of goods in the lower-income groups has a beneficial effect in both increased production and employment.

4. That while collusive arrangements intended to eliminate price competition are injurious because they hamper the flow of goods upon which business progress depends, price-cutting also has injurious effects.

5. That price practices such as the basing-point systems and zone systems have an intimate effect upon the distribution of industrial development. The problem of centralization and decentralization of industrial development is closely bound up with these national price policies.

Closing Markets

Tin Salts Unchanged

No further changes occurred in various tin derivatives late in the week. Spot Straits tin closed at 51⅞c. per pound, unchanged.

Cottonseed Oil Use Off

Consumption of refined cottonseed oil during September was 276,731 barrels against 288,390 barrels in the previous month and 462,188 barrels last year. The figures were smaller than expected, but they had little influence on the market for refined cottonseed oil futures on Friday price changes being small. Trading was quiet. The monthly government crop report put the indicated yield of soybeans as of October 1 at 81,541,000 bushels against 85,509,000 bushels a month earlier and 87,409,000 bushels last year.

Pest Control Association To Meet in Indianapolis

Clinics at which the problems of fumigation and termite eradication will be discussed are the highlights of the eighth annual convention of the National Pest Control Association, to be held October 28 to 30 in the Claypool Hotel, Indianapolis, Ind. Numerous addresses by nationally-known authorities in the field of entomology are included in the program of the meeting.

Among the papers to be read are "Brown Dog Tick and Others, Their Significance and Control," by Dr. F. C. Bishopp; "Rats and Mice," by Harlan B. Ives; "Rodent Control and Its Relation to Typhus," by Dr. C. L. Williams; "The Powder Post Beetle," by M. B. Christian; "Research in the Field of Entomology," by Dr. L. A. Strong; "Silverfish and Their Control," by Dr. D. M. DeLong; and "The Black Carpet Beetle and Its Control," by D. N. Murphy, of the Rohm & Hass Company.

Employer-Worker Parley Set for Oct. 31 in Texas

The annual Texas Personnel Conference will be held at the University of Texas, October 31 to November 2. Topics listed for consideration include industrial relations, management and labor, relations of the public to both management and labor. Special sessions will be held for employment executives and women personnel officials. The conference chairman is W. R. Woolrich, dean of the university's engineering college. The conference last year drew 300 delegates.

A.I.M.E. Petroleum Div. Sectional Meetings Set

The petroleum division of the American Institute of Mining and Metallurgical Engineers has completed the programs of two Fall sectional meetings. In cooperation with the Southern California section, the institute will hold a meeting October 17 and 18 in the Ambassador hotel, Los Angeles, Cal. The second Fall meeting will be held in cooperation with the Midcontinent section in the Mayo hotel, Tulsa, Okla., October 24 to 26. The programs for both meetings are devoted to technical discussions.

McCorkle Quits F.T.C. Post In Trade Practice Unit

OPD Washington Bureau
October 7, 1940

Henry M. Miller has been appointed director of the trade practice conference division of the Federal Trade Commission, succeeding George McCorkle, veteran F.T.C. employee, who has retired. Mr. Miller has been a staff attorney with the commission for many years and for the last several years has been assistant director of this division. The new assistant director is William B. Snow.

Fisher Scientific Acquires Interest in Eimer & Amend

Fisher Scientific Company, Pittsburgh, has acquired a substantial interest in Eimer & Amend, New York, according to Chester G. Fisher. The new directorate of Eimer & Amend follows:—Chester G. Fisher, Carl G. Amend, Aiken W. Fisher, Raymond J. Stein and Charles Hogg.

Chemical Price Level Sags

Reductions in prices of hard mercurials, iodine, and menthol offset advances in lead and its oxides last week, and the average for the markets of heavy and fine chemicals dropped. Price changes as a whole were relatively few.

Business by and large was steadily good, with plain indications that its nearby trend would be toward improvement. The semisettled local trucking strike had some effect on the movement of materials in this area. There was increasing evidence of the wide ramifications of needs under the defense production program.

Prices were advanced on lead, litharge, red lead, orange mineral, gum rosins, and gum and steam-distilled wood turpentines.

Prices were reduced on calomel, corrosive sublimate, red and yellow oxides of mercury, menthol, domestic dried blood, and cottonseed meal in the Southeast.

The REPORTER's composite index number of prices for heavy and fine chemicals receded to 129.9 (100 = average at August 1, 1914). In comparison with average prices in 1926 (as 100), the REPORTER's index number is now 92.0, compared with 90.5 at this time last year and 88.9 in 1938.

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OPD Forum

Outlet for Individual Opinion

(Anonymous communications will not be recognized; but publication of a signer's name will be withheld at request.)

Tell the Consumer

Editor,
OIL, PAINT AND DRUG REPORTER.
Sir:—

At the recent convention of the National Association of Retail Druggists, Dr. Kenneth Dameron, director of the Committee on Consumer Relations on Advertising, presented the following as typical of consumer attitude toward the drug trade:—

1. The drug trade in general spends too much on advertising.
2. That nationally advertised brands must sell for higher prices than private brands.
3. That many proprietary medicines, health foods, cosmetics, and devices, if not harmful, are useless.
4. That much drug and cosmetic advertising is in bad taste, or misuses the emotional appeal.
5. That the drug industry is beset with excessive product differentiation, and a multiplicity of brands—2,500 perfumes; 1,200 face powders with 3,800 shades.

If the foregoing accurately represents the consumer attitude, then, despite the large sums of money expended on advertising, the drug manufacturer has not gained the confidence of the consumer.

It is hard to understand why the drug manufacturer continues to overlook the opportunity given to him by the Congress, the State legislatures, and the municipal authorities for promoting consumer confidence. Why doesn't the drug manufacturer tell the story of the rigid standards these official authorities have set up for the protection of the consumer? Comparatively few consumers appreciate the scope of the standards a drug product has to meet before it can be legally offered to them. If consumers knew more about this, they would have greater confidence in the products which successfully meet these standards, which fact is evidenced by their unmolested sale.

The majority of consumers who buy drugs for self-medication do not know that:—

1. The Federal government, the States, and the municipalities have established an "official yardstick" to safeguard the public health and prevent deceit upon the purchasing public.
2. No person may introduce into commerce "any new drug" until an application for such introduction, establishing the safety of such drug has been filed and become effective.
3. No person may introduce into commerce any drug which is dangerous to health when used in the dosage or with the frequency or duration prescribed, recommended, or suggested in the labeling.

—Continued on page 74

Oil Divorcement Drive Threatened in Senate

OPD Washington Bureau
October 7, 1940

On the heels of an antitrust suit brought against twenty-two major oil companies, Senator Guy M. Gillette of Iowa threatens to revive dormant legislation for divorcement of the production, distribution, and marketing branches of the oil industry. In a speech on the senate floor, he promised that he would push action in January on divorcement bills introduced two years ago jointly with the late Senator Borah.

Attacking recently suggested proposals for establishing a joint government-industry oil control board, the senator emphasized that no such body would be allowed to supersede the legislative rights of Congress. Turning to the National Defense Advisory Commission's report on the oil antirust suit, he pointed out that nine of the eleven members of the commission were connected with oil companies, and actually were potential defendants.

Passage of the Gillette legislation would remove most of the complaints charged in the antitrust case, which will probably not reach the courts until next Spring.

Paint Production Clubs To Meet October 28-30

An open forum discussion of subjects covering every phase of paint and varnish chemistry, and a reading of technical papers submitted by constituent clubs are important features of the program for the annual convention of the Federation of Paint and Varnish Production Clubs, to be held in the Mayflower hotel, Washington, D. C., October 28-30.

In conjunction with the meeting, there will be presented the ninth annual "Paint Industries Show," composed of exhibits by numerous firms manufacturing and selling raw materials, machinery, and equipment for the paint industry. The complete program of the sessions follows:—

Sunday, October 27

1:30 p.m. Executive committee meeting.
6:30 p.m. Advisory committee meeting.

Monday, October 28

Morning Session

9:35 a.m. Club papers:—
Los Angeles Club:—"Viscosity of Synthetic Resin Varnishes in Mixed Hydro-carbon Solvents."
Northwestern Club:—"Effect of Rubber Accelerators and Other Catalysts on the Heat Bodying of Vegetable Oils."
10:35 a.m. Address, Ernest T. Trigg, president of the National Paint, Varnish and Lacquer Association.
11:00 a.m. Report of scholarship committee.
Scholarship Paper:—"Factors Affecting the Adhesion of Paint Films on Metals," Prof. C. F. Prutton of the Case School of Applied Science, and George Selden, holder of fellowship.

—*Continued on page* 42

Trucking Strike Ends In Greater New York

A two-day trucking strike in metropolitan New York was settled through efforts of Mayor LaGuardia last week when 8,800 members of Local 807, of the International Brotherhood of Teamsters, A. F. of L., won their demand for one week's paid vacation. A similar clause was written into contracts signed September 1 covering 5,000 members of two other locals which did not join the strike.

Despite two conferences with representatives of drivers and employers, however, the mayor was unable to terminate the strike of truckers engaged in long-distance hauls. Among the principal stumbling blocks in negotiations, according to the employer group, were the owners' insistence that the drivers modify restriction on starting time and on the assignment of a man to more than one truck in the course of a day.

U.S. Tin Smelter Plans Studied by Special Board

OPD Washington Bureau
October 10, 1940

Proposals for the construction of a tin smelter in the United States will be reviewed by a technological committee appointed by E. R. Stettinius, jr., member of the National Defense Advisory Committee.

Members of the reviewing board are Clyde Williams, director of the Battelle Memorial Institute, Columbus, Ohio; Walter C. Smith, metallurgist of the Cerro de Pasco Copper Corporation, New York; John F. Thompson, executive vice-president of the International Nickel Company, Inc., New York; and F. W. Willard, president of the Nassau Smelting and Refining Company, New York. All members were recommended by the National Academy of Sciences.

La. Drug Examination Fees Reduced Sharply

Drug examination fees in Louisiana, relative to the registration of foods, drugs, cosmetics and devices, have been reduced from $5 per product to $2.50, and from $100 for twenty or more products to $50. This reduction in fee has been made retroactive to August 1, which is the date on which all registration fees become due under the Louisiana law.

McK.&R. Directors Agree To Surrender Stock

Authority to accept offers from eighteen directors of the McKesson & Robbins, Inc., to surrender 8,650 shares of preference stock and 900 common shares of the company and seventy-five shares of the Canadian unit, in settlement of claims of the company against them, has been asked in an application filed with Judge A. C. Coxe, in the Federal district court in this city by William J. Wardell, trustee. Judge Coxe has issued an order setting October 15 as the date for interested parties to show cause why the agreement should not be approved.

The agreement provides that twelve of the directors listed as operating directors, shall deliver to the trustee a total of 7,000 shares of preference stock of McKesson & Robbins, Inc. Six "non-operating" directors shall deliver to the trustee, 1,650 shares of the preference stock, and 900 common shares of McKesson & Robbins, Inc., and seventy-five shares of McKesson & Robbins, Ltd. The stock to be delivered will be cancelled.

The operating directors with whom the agreement was made are J. L. Bedsole, W. W. Churchill, G. V. Doerr, T. O Duff, H. D. Faxon, B. B. Gilmer, L. A. Lanigan, C. F. Michaels, W. J. Murray, jr., the estate of W. F. Terry, A. H. Van Gorder and McKay Van Fleet. Non-operating directors are W. L. Cummings, J. W. Cutler, W. W. Gibson, H. B. Merwin, S. J. Wenberg and R. G. Pettingill.

DCAT to Hear About Defense Materials Needs

The needs of the national defense program in respect of chemicals and related materials will be explained by Major Clifford V. Morgan, chief of the Chemical Section of the Commodities Division of the Army and Navy Munitions Board, at the business session October 18 in the Fall meeting of the Drug, Chemical, and Allied Trades Section of the New York Board of Trade. Major Morgan will also explain the functioning of the commodities division, with special reference to chemicals and related materials. He will also endeavor to give particular information in response to questions.

The meeting will be held in Skytop, Pa., opening in the early evening October 17 with a get-together party and continuing until the night of October 19 after the informal, speakerless banquet. There will be a golf tournament during the period.

James A. Horton, chief examiner for the Federal Trade Commission, will attend the Skytop meeting and is scheduled for an "Information Please" role at the business session.

Drug 'Trust' Indictment Awaits New Grand Jury

OPD Washington Bureau
October 10, 1940

No public developments are expected soon in the antitrust investigation of the drug, toilet goods, and surgical supplies industries.

Department of Justice investigators assigned to the case have virtually completed their examination of the 10 tons of documents sent to Washington in response to subpenas last July, but a few documents are still due where extensions were granted, and some investigators are still going through the files of concerns which asked for this service as an alternative to sending all their files to Washington. In addition to studying correspondence and other papers, investigators have been active in various parts of the country interviewing persons who have complained to the department of high prices and other distribution practices alleged to be in conflict with the antitrust laws, and in following other "leads" obtained in the course of the investigation to date.

The original grand jury which subpenaed the records has completed its three-month term and has been discharged, and as yet no evidence in this case has been presented to the new grand jury which was impaneled October 1. There is a possibility that the investigation may be divided and that portions of the case may be presented to grand juries in other cities in order to secure jurisdiction over some of the parties.

While department officials will not say positively that they will seek an indictment, it is a fair assumption from their attitude that they have discovered enough material to convince them that the matter should be laid before a grand jury. No subpenaes have yet been issued calling individuals before the grand jury to testify.

Some of the department attorneys handling this case are also assigned to the trial of the case against the American Medical Association which opens here October 21, and this fact may delay presentation of the drug case to the grand jury.

Monsanto Co. to Survey Australian Prospects

St. Louis, Oct. 7, 1940

Harvey M. Harker, assistant general managers of sales of the organic chemicals division of the Monsanto Chemical Company, will leave St. Louis in November for Australia, where he will conduct a chemical market survey of Australia, Tasmania and New Zealand.

Harvey M. Harker

Last April Monsanto entered into an agreement with the Maurice A. Nicholas interests of Australia to establish facilities at South Melbourne under the name Monsanto Chemical Proprietary, Ltd., for the manufacture of pharmaceutical chemicals.

Since then plans for the manufacture of sulphuric acid and phenol have been under consideration. A part of Mr. Harker's duties will consist of assisting in the development of production facilities for these products. He will remain in Australia for about a year.

Distribution Parley Discusses Prices

Boston, Oct. 8, 1940

In the enforcement of the antitrust laws as the national defense program develops the food and drug lines will receive marked attention, Thurman Arnold, Assistant Attorney General, warned in an address before the Boston Conference on Distribution, in session in the Hotel Statler here today.

The government will do everything in its power to protect the consumer, Mr. Arnold said. In this effort the Sherman act assumes a most important role because, if unrestrained monopoly is to be allowed to boost the cost of living, we shall be robbing Peter to pay Paul, he said. When you reduce the power of the consumer's dollar to bring home groceries and clothes and other necessary goods, Mr. Arnold explained, you create a resentment which contributes nothing but poison to patriotism and national unity. The antitrust law attacks the log jams and toll bridges which prevent the consumer from buying in an open market, he concluded.

Reviewing antitrust law activities in building, plumbing and gasoline fields, Mr. Arnold said "they pay for themselves." During the first half of this year, he stated, the antitrust division spent about $600,000 and has collected about $1,300,000 in fines, with $3,000,000 more in potential fines.

Much sentiment prevails in Washington today for general price control, warned Dr. David R. Craig, president of the American Retail Federation. Dr. Craig held to the belief that vigorous market competiton was best guarantee against unreasonable profits. He declared that retailers wanted to avoid inflation "because inflation is certain to be followed by deflation and heavy inventory losses; and second, because inflation increases the probability of price control."

Cooperation of business men in the work of the consumer protection division of the Council of National Defense was asked by Dr. Nathaniel H. Engle, the divisions's advisor on mar-

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Vitamin Labeling Views Presented by U.S. Experts

OPD Washington Bureau
October 10, 1940

Government witnesses concluded their testimony today in a hearing called by the Food and Drug Administration to discuss proposed regulations for labels on foods for special dietary uses. Experts of the administration and the United States Public Health Service testified that such labels should state the minimum daily requirements of the product necessary for human nutrition. They cited lengthy evidence to show that the requirements set up in the proposed regulations were based on the latest researches of science.

The label statements concerned were those relating principally to vitamins and minerals, and also to infant foods, dietary foods, nonnutritive constituents, and hypoallergenic foods. The proposed regulations are subject to adoption, rejection, or amendment as the evidence taken at this hearing may denote.

All the witnesses agreed that labels should note the minimum daily requirements of a product, even if that product is sold only to doctors or hospitals or on prescription.

About 100 representatives of interested organizations attended the hearings; many of these will testify next week. They conducted extensive cross-examinations of the witnesses, usually questioning the authenticity of the proposed minimum requirements.

The hearings began with a brief discussion of the proposed general regulations for foods used for infants and aged persons, in the cure of prevention of disease, in a diet affecting bodily functions, and in preventing dietary deficiencies. Manufacturers' representatives suggested that the word "label" be added to the regulations to prevent any controversy, and that the general regulations be more definite as to the foods to which they should apply.

Evidently surprised at the fact that opposition was so brief, Mr. Markel announced that the proposed general regulations would be brought up for discussion again next week.

Labeling Vitamin Foods

The hearings then turned to proposed regulations for labels on foods for special dietary uses. First in the group of government witnesses to be called this week was Dr. Elmer M. Nelson, chief of the vitamin division of the Food and Drug Administration, who presented the government's case. He held that since the statement of the vitamin content in terms of units

—*Continued on page* 80

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CHICAGO PHILADELPHIA MONTREAL TORONTO

Current Market Quotations

October 11, 1940

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When not otherwise indicated, quotations are f.o.b. New York prices on large lots. Price changes and trends are noted in the market reports on other pages, with other informative comment. The locations of the several reports are indicated on page 4.

A

Acacia (see Gum, arabic).
Acetal, dms., dlvd.....lb. .75 - 1.00
Acetaldehyde, 99%, dms., 55 & 110 gls., works..lb. .11 - —
5 & 10 gls., works.....lb. .14 - —
Acetamide, CP, kgs., 5,000 lbs. a year, works..lb. .36 - —
200-lb. lots, works.....lb. .38 - —
100-lb. lots, works.....lb. .55 - —
5 to 50-lb. lots, works....lb. .70 - —
tech., kgs., 5,000 lbs. a year, works..lb. .28 - —
200-lb. lots, works.....lb. .30 - —
100-lbs. lots, works.....lb. .45 - —
5 to 50-lb. lots, works....lb. .50 - —
Acetanilide, tech., cryst., bbls..lb. .29 - .31
powd., bbls.....lb. .27 - .29
USP, cryst., bbls., 2,000-lb. lots, lb. .32 - —
smaller lots.....lb. .33 - —
dms., 25-lb. lots.....lb. .38 - —
kgs., 2,000-lb. lots.....lb. .33 - —
smaller lots.....lb. .34 - —
powd., bbls., 2,000-lb. lots..lb. .30 - —
smaller lots.....lb. .31 - —
dms., 25-lb. lots.....lb. .36 - —
kgs., 2,000-lb. lots.....lb. .31 - —
smaller lots.....lb. .32 - —
Acetoacetanilide, dms.....lb. .47 - .65
Acetone, CP, dms., c.l., dlvd..lb. .06½- —
l.c.l., dlvd.....lb. .07 - —
tanks, dlvd.....lb. .05 - —
Methyl (see M).
Acetophenone, bots.....lb. 1.60 - —
cns., 25 to 50 lbs.....lb. 1.30 - 1.35
dms., 100 lbs.....lb. 1.27 - —
Acetophenetidin, bbls., kgs., 1,000 lbs..lb. 1.00 - —
50 lbs.....lb. 1.02 - —
25 lbs.....lb. 1.05 - —
Acid, abietic, dms., c.l., f.o.b. all points in U. S. E. of and including Kans., Neb., N. D., Okla., S. D., Tex. E. of Austin and Brownsville...lb. .08¾- —
Acetic, com'l or redist., 28%, bbls..100 lbs. 2.23 2.48
cbys., cs.....100 lbs. 2.73 - 2.98
50%, bbls.....100 lbs. 4.15 - 4.40
cbys., cs.....100 lbs. 4.65 - 4.90
70%, bbls.....100 lbs. 5.17 - 5.42
cbys., cs.....100 lbs. 5.67 - 5.92
80%, bbls.....100 lbs. 5.89 - 6.14
cbys., cs.....100 lbs. 6.39 - 6.64
glacial, nat., CP, cbys.100 lbs.14.00 - —
99.5% bbls.....100 lbs. 7.62 - 7.87
l.c.l., same terms.....lb. .09 - —
cbys. .....100 lbs. 8.12 - 8.37
tanks .....100 lbs. 5.00 - 5.50
USP, bbls.....100 lbs.10.25 -10.50
cbys., ...100 lbs.10.75 -11.00
synth., 99.5%, al. dms.100 lbs. 8.43 - 8.68
tanks .....100 lbs. 5.50 - —
USP XI, al. dms..100 lbs.10.25 -11.00
C.P., dms.....100 lbs.13.50 -14.00
pure, 30%, bbls.....100 lbs. 3.28 - 3.53
cbys., cs.....100 lbs. 3.78 - 4.03
36%, bbls.....100 lbs. 3.66 - 3.91
cbys., cs.....100 lbs. 4.16 - 4.41
60%, bbls.....100 lbs. 6.15 - 6.40
cbys., cs.....100 lbs. 6.65 - 6.90
80%, bbls.....100 lbs. 7.68 - 7.93
cbys., cs.....100 lbs. 8.18 - 8.43

Acetic acid price differentials above are for c.l. and l.c.l. quantities: the prices apply dlv'd at destination in the following States: Conn., Dela., D. of C., Md., Mass., N. J., N. Y., N. and S. Car., R. I., Penna., and Va. For all other States except Wash., Ore., and Calif., prices are f.o.b. works, frt. equalized.

Acetic, anhydride, dms., c.l., frt. alld..lb. .10½- .11½
l.c.l., dms., frt. alld.....lb. .12 - .13
Acetylsalicylic, special, USP, fine cryst., gran., 200-lb. bbls..lb. .45 - —
standard, USP, fine cryst., gran., 20 or 40 mesh, 20-lb. bbls..lb. .40 - —
powd., 80 mesh, 200-lb. bbls..lb. .40 - —
Adipic, fib. dms., works....lb. .31 - —
Anthranilic, refd., bbls.....lb. 1.15 - 1.20
tech. bbls.....lb. .75 - —
Arsenous, tech. (see Arsenic, White).
USP, powd., dms., kegs....lb. .22 - .25
Ascorbic, bots., dms.....oz. 2.00 - 2.05
Battery, cbys., c.l., E. works, 100 lbs. 1.60 - —
l.c.l., 25 or more, E. works, 100 lbs. 1.85 - —
10-25, E. works....100 lbs. 1.95 - —
1-9, E. works.....100 lbs. 2.55 - —
Benzoic, tech., bbls., 4,000 lbs. or more..lb. .43 - —
1,000 to 3,900 lbs.....lb. .44 - —
900 lbs. or less.....lb. .47 - —
USP, bbls., 4,000 lbs. or more, lb. .54 - —
1,000 to 3,900 lbs.....lb. .55 - —
900 lbs. or less.....lb. .58 - .59
dms., 4,000 lbs. or more..lb. .55 - .56
1,000 to 3,900 lbs.....lb. .56 - .57
900 lbs. or less.....lb. .59 - .60
Boric, tech., 99.5%, gran., bulk, frt. alld..ton.93.50 - —
bgs., c.l., frt. alld...ton.96.00 - —
ton lots, ex whse...ton.108.00 - —
less than ton lots, ex whse..ton.113.00 - —
bbls., c.l., frt. alld...ton.106.00 - —
ton lots, ex whse..ton.118.00 - —
less than ton lots, ex whse..ton.123.00 - —
powd., bgs., c.l., frt. alld. ton.101.00 - —
ton lots, ex whse...ton.113.00 - —
less than ton lots, ex whse..ton.118.00 - —
bbls., c.l., frt. alld..ton.111.00 - —
ton lots, ex whse...ton.123.00 - —

Acid, boric, tech., 99.5%, powd., bbls., less than ton lots, ex whse..ton.128.00- —
USP, ±25 per ton hiher.
Butyric, 99%, dms., c.l., S. Charleston, W. Va..lb. .22 - —
l.c.l., same basis.....lb. .24 - —
tanks, same basis.....lb. .21 - —
Broenner's bbls.....lb. 1.11 - —
Camphoric, cns.....lb. 7.00 - —
Capric, dms.....lb. .13 - .13½
Caproic, dms., works.....lb. .30 - .35
Carbolic (see Phenol).
Caprylic, dms.....lb. .17½- —
Castor oil, split, dms.....lb. .16 - .17
Chlorosulphonic, d m s., c.l., works..lb. .0350- —
5-drum lots, works.....lb. .04 - —
single drum.....lb. .05 - —
tanks, works.....lb. .03 - —
Chromic, 99%, dms., c.l., dlvd. N.Y..lb. .15¼- —
l.c.l., 5 tons, dlvd., N. Y., lb. .15¾- —
smaller quantities, dlvd., N.Y..lb. .16¼- .17¼
Cinnamic, refd., bots.....lb. 2.85 - 3.25
Citric, cryst., gran., bbls., car lots..lb. .20 - —
10,000-lb. lots, one shipt. lb. .20½- —
smaller lots.....lb. .21 - —
anhydr., gran., dms., 10,000 lbs., 1 shipt..lb. .23 - —
smaller lots.....lb. .23½- —

Citric acid quotations on powder are ½c. higher than on granular. Keg packing is ½c. higher than barrels. Prices are f.o.b. N. Y. Chicago and St. Louis deliveries are ½c. higher than N. Y.

Cleve's, bbls.....lb. .57 - —
Coconut oil, dms.....lb. .10 - .10½
Corn, dist., dms.....lb. .08½- .09
Cottonseed oil, dist., dms....lb. .07¾- .08
tanks .....lb. .07¼- —
Cresylic (coaltar) high-boil 50%, 210°-215°, dms., c.l., works, frt. equald..gal. .68 - —
l.c.l., same basis....gal. .70 - —
special blends (50%, 210°-215°), dms., c.l., works, frt. equald..gal. .71 - —
l.c.l., same basis....gal. .73 - —
low-boil (50%, 204°-206°), dms., c.l., works, frt. equald..gal. .68 - —
l.c.l., same basis....gal. .70 - —
special blends (50%, 204°-206°), dms, c.l., works, frt. equald..gal. .71 - —
l.c.l., same basis....gal. .73 - —
imported, pale, dms...gal. .65 - .70
Cresylic (petroleum), high-boil (240°-300°), non-return dms., c.l., works, East. U.S..gal. .43 - —
l.c.l., same basis.....gal. .44 - .45
tanks, dlvd., East. U.S.gal. .380 - —
medium-boil (222°-249°), non-return dms., c.l., works, East. U.S..gal. .49 - —
l.c.l., same basis....gal. .50 - .51
tanks, dlvd., East. U.S.gal. .448 - —
Crotonic, 10 bbls. or more, dlvd..lb. .21 - —
smaller lots, dlvd.....lb. .26 - —
smaller containers, dlvd....lb. .50 - —
Diethylbarbituric (see Barbital).
Formic, dom., 90%, cbys., c.l., works..lb. .10½- —
l.c.l., 25 and over.....lb. .11 - —
1-24 .....db. .11½- —
Fumaric, bbls., 1-ton delivery.. lb. .24 - —
smaller lots.....lb. .25 - .28
Gallic, tech., bbls.....lb. .90 - .93
N. F., VI. bbls., 200 lbs., 5 or more..lb. 1.07 - —
single bbls.....lb. 1.10 - —
fib. dms., 25 lbs.....lb. 1.16 - —
Gamma, bbls.....lb. .85 - —
Gluconic, tech., 50%, bbls., 500 lbs..lb. .12 - —
100-lb. kgs.....lb. .15 - —
25 or 50-lb. demijns.....lb. .21 - .23
5-lb. bots.....lb. .29 - —
H, bbls.....lb. .45 - —
Hydriodic, 45-47%, cbys.....lb. 2.42 - —
5-lb. bots.....lb. 2.63 - —
57%, bots.....lb. 2.90 - —
Hydrobromic, 10% dilute, cby. lb. .20 - —
concentrated, 34%, cby.....lb. .35 - —
Hydrochloric (see Muriatic).
Hydrocyanic, cyls., works....lb. .80 - 1.00
Hydrofluoric, 30%, bbls.....lb. .06 - .06½
rubber, dms.....lb. .08 - .08½
48%, lead, cbys.....lb. .12 - —
rubber, dms.....lb. .11 - —
52%, lead, cbys.....lb. .13 - —
rubber, dms.....lb. .12 - —
60%, lead, cbys.....lb. .14 - —
rubber, dms.....lb. .13 - —
Hydrofluosilic, 30-35%, 420 lbs., bbls..lb. .09 - .09¼
Hypophosphorus, USP, 30%, djns..lb. .75 - .80
Lactic, tech., dark, 22%, bbls., c.l., works..100 lbs. 2.50 - —
l.c.l., works.....100 lbs. 2.75 - —
cbys., works...100 lbs. 3.75 - —
44%, bbls., c.l., works. 100 lbs. 5.50 - —
l.c.l., bbls., works... 100 lbs. 5.75 - —
cbys., works...100 lbs. 6.75 - —
light, 22%, bbls., c.l., works, 100 lbs. 3.50 - —
l.c.l., works.....100 lbs. 3.75 - —
cbys., works...100 lbs. 4.75 - —
44%, bbls., c.l., works.... 100 lbs. 6.50 - —
l.c.l., works.....100 lbs. 6.75 - —
cbys., works...100 lbs. 7.75 - —
50%, edible, 20 or more, cbys..lb. .10½- .11¼
5 to 19, cbys.....lb. .11 - .12
1 to 4, cbys.....lb. .11¼- .12½

Acid, lactic, plastic grade, bbls., cbys., 20 or more..lb. .12¼- .13½
5 to 10, cbys.....lb. .12¾- .13¾
1 to 4, cbys.....lb. .13¼- .14½
80%, bbls., cbys., 5 or more.lb. .21 - .22
1 to 4, cbys.....lb. .21½- .22½
USP, XI, 85%, cbys.....lb. .42 - .45
USP, VIII, 75%, cbys.....lb. .40 - .43
Lauric, dist., tech., dms.....lb. .11½- .12
Laurent's, bbls.....lb. .45 - —
Linseed oil, light, dms.....lb. .11¾- .12½
Maleic, powd., dms.....lb. .30 - —
anhydride, dms., c.l.....lb. .25 - —
l.c.l. .....lb. .26 - —
Malic, powd., kegs.....lb. .47 - —
Mandelic, bots.....lb. 2.30 - —
dms., 1,000 lbs.....lb. 2.05 - —
smaller lots.....lb. 2.10 - 2.15
Mixed, tanks, nitric unit....lb. .05 - .06
sulphuric unit.....lb. .0085- .009
Molybdic, kegs, works.....lb. .95 - 1.10
Monochloracetic, tech., bbls..lb. .15 - .18
Monosulphonic, bbls.....lb. 1.50 - —
Muriatic, 18°, cbys., c.l., E., works..100 lbs. 1.50 - —
l.c.l., 25 and over, E. works..100 lbs. 1.75 - —
10 to 24, works...100 lbs. 1.85 - —
1 to 9, works...100 lbs. 2.45 - —
tanks, works.....100 lbs. 1.05 - —
20°, cbys., c.l., E. works, 100 lbs. 1.75 - —
l.c.l., 25 and over, works, 100 lbs. 2.00 - —
10 to 24, works...100 lbs. 2.10 - —
1 to 9, works...100 lbs. 2.70 - —
tanks, works.....100 lbs. 1.15 - —
22°, cbys., c.l., E. works, 100 lbs. 2.25 - —
l.c.l., 25 and over, works, 100 lbs. 2.50 - —
10 to 24, works...100 lbs. 2.60 - —
1 to 9, works...100 lbs. 3.20 - —
tanks, works.....100 lbs. 1.65 - —
C.P. dealers, cbys.....lb. .06½- —
6-lb. bots.....lb. .17½- —
consumers, cbys.....lb. .08 - —
6-lb. bots.....lb. .19 - —
Myristic, dist., dms.....lb. .16 - .16½
Naphthenic, dom., acidity 160, dms., c.l., works..lb. .06½ Nom.
l.c.l., works.....lb. .07 Nom.
tanks, works.....lb. .06 Nom.
220 min. acidity, dms., c.l., works..lb. .09 Nom.
l.c.l., works.....lb. .09½ Nom.
tanks, c.l., works.....lb. .08 Nom.
240 min. acidity, dms., c.l., works..lb. .10 Nom.
l.c.l., works.....lb. .10½ Nom.
tanks, works.....lb. No prices
Nicotinc, 25-lb. cns.....lb.13.00 - —
5-lb. bots.....lb.13.50 - —
1lb. bots.....lb.14.00 - —
Nitric, 36°, cbys., c.l., E. works, 100 lbs. 5.00 - —
l.c.l., 25 and over, E. works..100 lbs. 5.25 - —
10 to 24, works...100 lbs. 5.35 - —
1 to 9, works...100 lbs. 5.95 - —
38°, cbys., c.l., E. works, 100 lbs. 5.50 - —
Western works....100 lbs. 5.75 - —
l.c.l., 25 and over, E. works..100 lbs. 5.75 - —
10 to 24, works...100 lbs. 5.85 - —
1 to 9, works...100 lbs. 6.45 - —
40°, cbys., c.l., E. works, 100 lbs. 6.00 - —
l.c.l., 25 and over, E. works..100 lbs. 6.25 - —
10 to 24 works...100 lbs. 6.35 - —
1 to 9, works...100 lbs. 6.95 - —
42°, cbys., c.l., E. works, 100 lbs. 6.50 - —
l.c.l., 25 and over, works, 100 lbs. 6.75 - —
10 to 24, works...100 lbs. 6.85 - —
1 to 9, works...100 lbs. 7.45 - —
C.P., USP, dealers, cbys...lb. .11½- —
7-lb. bots.....lb. .21½- —
consumers, cbys.....lb. .13 - —
7-lb. bots.....lb. .23 - —
Oleum (see sulphuric fuming).
Oxalic, dom., bbls., c.l., works, lb. .10¾- —
10,000 lbs. and over.....lb. .11 - —
smaller quantities.....lb. .12 - .14
Palmitic, bgs.....lb. .06¾- .10¼
Palm oil, white, dist., dms..lb. .06¾- .07¼
tanks .....lb. .06¼- —
Phenylacetic, bots.....lb. 1.75 - 3.00
Phosphoric, ortho, tech., 50%, cbys..lb. .06 - —
75%, cbys.....lb. .07½- —
USP, 85%, s. g. 1.710, cbys., 180 lbs..lb. .12 - —
50%, s. g. 1.347, cbys., 70 lbs..lb. .12 - —
dms., 25 lbs.....lb. .15 - —
10%, dilut., cbys., dins...lb. .07 - .07½
Picramic, kgs.....lb. .65 - .70
Picric, bbls.....lb. .35 - —
Propionic synth., pure, 55-gal. dms., returnable, works..lb. .14 - —
tanks, works.....lb. .11 - —
Pyrogallic, tech., lump, powd., bbls..lb. 1.20 - —
cns. .....lb. 1.25 - —
USP, cryst., cns.....lb. 1.70 - —
resubl., cns.....lb. 2.20 - —
Pyroligenous, bbls., dlvd. E.gal. .25 - —
Ricinoleic, com'l, split (see Acid, castor oil, split).
tech., dms.. c.l., works.....lb. .27 - —
l.c.l., works.....lb. .28 - .33
Salicylic, tech., bbls.....lb. .33 - —
USP, bbls.....lb. .35 - .40
Sebasic, CP, bbls., works....lb. No prices
tech., bbls., works.....lb. No prices
Soybean oil, dist., dms.....lb. .08 - .08½
Stearic, dist., double pressed, bgs., dlvd..lb. .09 - .10
single pressed, bgs., dlvd..lb. .08½- .09½
triple pressed, bgs., dlvd..lb. .11¾- .12¾
saponif., double pressed, bgs., dlvd..lb. .09¼- .10¼
triple pressed, bgs., dlvd..lb. .12 - .13

Acid, succinic, bbls.....lb. .75 - —
Sulphanilic, CP, bots., works.lb. 1.60 - 1.65
tech., dms., works.....lb. .17 - —
Sulphonaphthenic, dms.....lb. .04 - .10
Sulphuric, 60°, cbys., c.l., E. works..100 lbs. 1.25 - —
l.c.l., 25 and over, works, 100 lbs. 1.50 - —
10 to 24, works...100 lbs. 1.60 - —
1 to 9, works...100 lbs. 2.20 - —
tanks, E. works.....ton.13.00 - —
66°, cbys., c.l., E. works, 100 lbs. 1.50 - —
l.c.l., 25 and over, works, 100 lbs. 1.75 - —
10 to 24, works...100 lbs. 1.85 - —
1 to 9, works...100 lbs. 2.45 - —
tanks, E. works.....ton.16.50 - —
98°, tanks, works.....ton.17.50 - —
CP, USP, dealers, cbys.....lb. .06½- —
9-lb. bots.....lb. .13½- —
consumers, cbys.....lb. .08 - —
9-lb. bots.....lb. .17 - —
fuming, 20%, tanks, E. works, ton.18.50 - —
65%, tanks, E. works....ton.36.00 - —
Tannic, tech., bbls., dms....lb. .54 - .56
USP, fluffy, bbls., 1,000-lb. lots..lb. .98 - —
100-lb. lots.....lb. 1.00 - —
25-lb. lots.....lb. 1.03 - —
powd., bbls., 1,000 lbs....lb. .88 - —
smaller lots.....lb. .90 - —
Tartaric, USP, dom., cryst., gran., powd., bbls., 10,000 lbs. or more, one shipment.....lb. .41¼- —
smaller quantities...lb. .41¾- —
kgs. .....lb. .42¼- —
Tobias, bbls.....lb. .55 - .60
Trichloroacetic, bots.....lb. 2.00 - 2.50
Tungstic, CP, kgs., works...lb. No prices
Chem. grade, kgs., works..lb. No prices
Aconite leaves, bls.....lb. .32 - .34
Root, bls.....lb. .45 - .50
Aconitine, amorph., bots.....oz.23.00 - —
vls. .....gr. 1.00 - —
cryst., bots.....oz.42.00 - —
vls. .....gr. 1.60 - —
Adeps lanae, anhyd., dms.....lb. .26½- .27
hyd., dms.....lb. .24½- .25
Agar, 1, bls.....lb. 1.40 - 1.45
3, bls.....lb. No prices
Agaric, white, bls.....lb. 5.00 - 5.25
Albumen, blood, dark, flake, bags, f.o.b. Chicago, frt. alld..lb. .13 - —
powd., grade A, same basis, ton lots..lb. .15 - —
smaller lots, same basis.lb. .18 - —
light, dom., flake, dms., f.o.b. Chicago, frt. alld..lb. .55 - .62
import, bgs.....lb. No prices
Egg, ed., dom., cryst., bbls..lb. .54 - .60
powd., dms., bbls.....lb. .59 - .65
import, cs.....lb. .62 - .64
Alcohol, amyl (see also Fusel oil, refd.), ex pentane, dms., c.l., frt. alld..lb. .111 - —
l.c.l., frt. alld.....lb. .121 - —
tanks, frt. alld.....lb. .101 - —
normal, dms., l.c.l., wks.....lb. .25 - —
Benzyl, cns.....lb. .68 - —
drums .....lb. .63 - —
Butyl, normal, cns., works...lb. .13½- .15½
dms., c.l., frt. alld.....lb. .09 - —
l.c.l., frt. alld.....lb. .09½- —
tanks, frt. alld.....lb. .08 - —
tankwagon, frt. alld.....lb. .08½- —
secondary, dms., c.l., frt. paid E. of Miss. R...lb. .07½- —
l.c.l., same terms.....lb. .08 - —
tanks, same terms.....lb. .06½- —
tertiary, denaturing, c.l., dms..lb. .12½- —
l.c.l., dms.....lb. .13 - —
tanks .....lb. .11½- —
Capryl, pure, dms., works...lb. 2.50 - —
tech., dms., works.....lb. .85 - —
Cetyl, dom., CP, fiber ctns., 1,000 lbs..lb. 1.50 - —
500 lbs.....lb. 1.70 - —
100 lbs.....lb. 1.80 - —
25 lbs.....lb. 1.90 - —
5 lbs.....lb. 2.00 - —
com'l, dms.....lb. .95 - —
Cinnamic, bots.....lb. 2.00 - 2.50
Denatured, CD14, dms., c.l., works, E..gal. .31½- —
l.c.l., works, dms.....gal. .36½- —
tanks, E., works.....gal. .25½- —

Prices for territories other than E. of Rockies are 4c. per gal. in tanks, and 5c. per gal. in drms., higher. Tankcar sales require written authorization by Alcohol Tax Unit.

SD1 190 pf., bbls., c.l., E. works..gal. .30½- —
19 bbls., E. works....gal. .32½- —
1 to 18 bbls., E. works, gal. .35½- —
dms., c.l., E. works...gal. .29½- —
19 dms., E. works...gal. .31½- —
1 to 18 dms.....gal. .34½- —
tanks, E. works.....gal. .23½- —
Anhydrous 3c. per gal. higher.
SD2B, dms., c.l., works, E. gal. .27½- —
19 dms., works E...gal. .29½- —
1 to 18 dms., works, E. gal. .32½- —
tanks, E. works.....gal. .21½- —
SD23G, works, E., c.l., dms., gal. .33½- —
19 dms.....gal. .35½- —
1 to 18 dms.....gal. .38½- —
tanks .....gal. .27½- —

Prices for territories other than E. of Rockies are 4c. per gal., in tanks, and 5c. per gal., in drums, higher.

Alcohol—Ammonia Molybdate

Alcohol, special solvent, dms., c.l., works..gal. .30½- —
1 to 19 dms.....gal. .32½- —
1 to 10 dms.....gal. .35½- —
tanks, E. works.....gal. .24½- —
Tankcar sales require written authorization by Alcohol Tax Unit.
Diacetone, acetone-free, dms., c.l., dlvd..lb. .09½- —
l.c.l., dlvd.....lb. .10 - —
tanks, dlvd.....lb. .08½- —
tech., dms., c.l., dvld.....lb. .09 - —
l.c.l., dlvd.....lb. .09½- —
tanks, dlvd.....lb. .08 - —
Ethyl, 190 pf., ex. molasses, bbls., c.l..gal. 6.00½- —
19 bbls.....gal. 6.04 - —
1 to 18 bbls.....gal. 6.07 - —
dms., c.l.....gal. 5.99½- —
19 dms.....gal. 6.03 - —
5 to 18 dms.....gal. 6.06 - —
1 to 4 dms.....gal. 6.08 - —
tanks .....gal. 5.93½- —
absolute, dms., c.l.....gal. 6.34½- —
19 dms.....gal. 6.38 - —
1 to 18 dms.....gal. 6.41 - —
1 to 4 dms.....gal. 6.13 - —
Grain alcohol 25c. gal. higher.
Ethylhexyl, dms., c.l., works..lb. .24 - —
l.c.l., same basis.....lb. .25 - —
tanks, same basis.....lb. .23 - —
Furfuryl, tech., cns., works..lb. .35 - —
dms., c.l., 33,000 lbs., works, lb. .20 - —
l.c.l., 500 lbs. and more, works..lb. .25 - —
Isoamyl, primary, dms., l.c.l., dlvd..lb. .27 - —
cans, works.....lb. .32 - —
Isobutyl, refd., dms., works..lb. .0690- —
tanks, same terms.....lb. .0590- —
Alcohol, isopropyl, refd., 91%, dms., 5 gals., f.o.b. dest., gal. .65 - —
55 gals., c.l., same basis, gal. .33½- —
l.c.l., same basis...gal. .38½- —
tanks, frt. alld.....gal. .28½- —
99%, dms., 5 gals., same basis..gal. .65 - —
55 gals., c.l., same basis, gal. .36 - —
l.c.l., same basis...gal. .41 - —
tanks, same basis.....gal. .31 - —
Methyl (see Methanol).
Phenylethyl, bots., cns.....lb. 2.30 - 3.35
Polyvinyl, type A, fiber-pack, 2,000 lbs. and over, f.o.b. cars, Niagara Falls..lb. .65 - —
less than 2,000 lbs.....lb. .70 - —
type B, fiber-pack, 2,000 lbs. and over, same basis..lb. .69 - —
less than 2,000 lbs.....lb. .65 - —
Propyl, normal, dms., works, gal. .70 - —
Octyl (see ethylhexyl alcohol).
Tetrahydrofurfuryl, dms., contract, f.o.b. Waverly, N. Y.lb. .44 - —
450-lb. lots, same basis...lb. .50 - —
cns., f.o.b., Cedar Rapids, Ia. lb. .55 - —
Aldehol, denat., grade, dms., tanks, works..gal. .70 - .72
Aldehyde bisulphite, bbls., dlvd., lb. .17 - —
smaller containers.....lb. .20 - —
Aldol, 95%, 55 and 110 gal. dms., c.l., works..lb. .11 - —
l.c.l., works.....lb. .12 - —
5 and 10 gal. dms., works, lb. .15 - —

Aletris root, bgs.....lb. .39 - .40
Alizarin (see Red, alizarin).
Alkanet root, bgs.....lb. .60 - .65
Aloe, Cape, cs.....lb. .18 - .19
Curacao, cs.....lb. .53 - .54
gourds, bbls.....lb. .80 - .85
Socotrine, kgs.....lb. .42 - .45
Aloin, 140-lb. bbls.....lb. 3.25 - —
100-lb. kgs.....lb. 3.27 - —
25-lb. fib. dms.....lb. 3.34 - —
Alphanaphthol, bbls.....lb. .52 - —
Alphanaphthylamine, bbls.....lb. .32 - —
Althea root, USP, cube cut, bbls., lb. .80 - .85
peeled, bls.....lb. .58 - .63
Alum, ammonia, burnt, USP, bbls., kgs..lb. .16 - .18
gran., bbls., works....100 lbs. 3.50 - —
dlvd., N.Y., Phil..100 lbs. 3.50 - —
lump, bbls., works....100 lbs. 3.75 - —
dlvd. N.Y., Phila...100 lbs. 3.75 - —
powd., bbls., works....100 lbs. 3.90 - —
dlvd. N.Y., Phila...100 lbs. 3.90 - —
Ammonia alum prices are for contract and open market; f.o.b. Phila.; frt. equalized with Marcus Hook, Boston, Atlanta, or Joliet; rail or water rates, whichever is lower. L.c.l. quantities must carry l.c.l. rate applying; for truck or ex warehouse deliveries all metrop. zones (except N.Y.) add l.c.l. rail or water rate, whichever is lower, from shipping or equalization point. dlvd. N.Y. price apply to truck or ex warehouse.
Potash, gran., bbls., works.... 100 lbs. 3.75 - —
dlvd. N.Y., Phila..100 lbs. 3.75 - —
lump, bbls., works....100 lbs. 4.00 - —
dlvd. N.Y., Phila..100 lbs. 4.00 - —
powd., bbls., works....100 lbs. 4.15 - —
dlvd. N.Y., Phila..100 lbs. 4.15 - —
Potash alum prices on same basis as those for ammonia alum.

Alum, potash chrome, bbls....lb. No price
Soda, bbls., c.l., works..100 lbs. 3.25 - —
l.c.l., dlvd.....100 lbs. 4.25 - 5.00
Alumina acetate, tech., basic, powd., insoluble, bbls., 10 or more, dlvd..lb. .35 - —
1 to 9, dlvd.....lb. .40 - —
smaller containers, dlvd. lb. .50 - —
soluble, bbls., dlvd....lb. .33 - —
smaller containers, dlvd. lb. .45 - —
solut., 32%, bbls., c.l., dlvd..lb. .09½- —
l.c.l., 10 or over, dlvd. lb. .11 - —
1 to 9, dlvd.....lb. .12 - —
normal, pwd., bbls., dlvd. lb. .22 - —
smaller containers, dlvd. lb. .35 - —
solut., 20%, bbls., c.l. dlvd..lb. .08 - —
l.c.l., 10 or over, dlvd. lb. .08½- —
1 to 9, dlvd.....lb. .09 - —
Chloride, anhyd., com'l, dms., (extra), 45,000 lbs. and over, works..lb. .08 - —
12,000 to 40,000 lbs., works..lb. .09 - —
1,100 to 11,000 lbs., works, lb. .10 - —
140 to 875 lbs., works.lb. .11 - —
100 lbs. or less, works.lb. .12 - —
cryst., com'l, dms., c.l., works, lb. .06 - —
l.c.l., works.....lb. .06½- —
solution, 32 deg., cbys., c.l., works..lb. .02¾- —
l.c.l., works.....lb. .03¼- —
Formate, 30% solut., bbls., c.l., dlvd..lb. .13 - —
l.c.l., dlvd.....lb. .15 - —
Hydrate, heavy, bbls., c.l., works..lb. .0290- —
l.c.l., bbls., works.....lb. .03½- —
bgs., c.l., works.....lb. .0260- —
light, bgs., c.l., dlvd.....lb. .12 - —
l.c.l., bgs., dlvd.....lb. .12½- —
bbls., c.l., dlvd.....lb. .12½- —
l.c.l., bbls., dlvd.....lb. .13 - —
Oleate, dms., contract.....lb. .17½- —
open order.....lb. .17½- .20
Palmitate, precip., bbls.....lb. .20½- .21½
Resinate, precip., dms., dlvd.lb. .15 - —
Stearate, precip., bbls., ctns., c.l..lb. .18 - —
l.c.l. .....lb. .19 - —
Sulphate, com'l, bgs., c.l., works, frt. equaled..100 lbs. 1.15 - —
l.c.l., works, frt. equald.. 100 lbs. 1.40 - —
bbls., c.l., works....100 lbs. 1.35 - —
l.c.l., works, frt. equaled. 100 lbs. 1.60 - —
Iron,free, bgs., c.l., works, 100 lbs. 1.60 - —
l.c.l., works.....100 lbs. 1.85 - —
bbls., c.l., works.....100 lbs. 1.80 - —
l.c.l., works.....100 lbs. 2.05 - —
Aluminum 98-99%, c.l.....lb. .18 - —
l.c.l. .....lb. .19 - —
paste, lining, extra fine, dms., 1,500 lbs..lb. .61 - —
ink, dms., 1,500 lbs.....lb. .71 - —
standard, dms., 1,500 lbs..lb. .38 - —
powder, lining, extra fine, dms., 1,500 lbs..lb. .92 - —
standard, dms., 1,500 lbs..lb. .57 - —
litho, extra brilliant, dms., 1,500 lbs..lb. .42 - —
extra fine, dms., 1,500 lbs.lb. .44 - —
lining, dms., 1,500 lbs....lb. .56 - —
standard, dms., 1,500 lbs..lb. .56 - —
rubber compound, dms., 1,500 lbs..lb. .39 - —
unpolished, dms., 1,500 lbs. lb. .36 - —
varnish, extra brilliant, dms., 1,500 lbs..lb. .42 - —
extra fine, dms., 1,500 lbs.lb. .44 - —
standard, dms., 1,500 lbs..lb. .38 - —
Aluminum paste and powder prices are 5c. per lb. higher for less than 200 lbs.; 2c. per lb higher for 200-400 lbs.; and 1c. per lb. higher for 400-1,500 lbs.; for containers smaller than drums, prices are 1c. per lb. higher for 100 lbs.; 1½c. per lb. higher for 50 lbs.; 3c. per lb. higher for 10 lbs.; 5c. per lb. higher for 2 lbs.; 8c. per lb. higher for 1 lb.; and 12c. per lb. for ½ lb.; on single shipments of 5,000 lbs. prices are 1c. per lb. lower; for 30,000 lbs. prices are 2c. per lb. lower. Transportation allowed East of Mississippi.
Ambergris, gray, tins.....oz. 17.00 -26.00
Aminopyrine, 100-lb. dms.....lb. 4.00 - —
5-lb. bots.....lb. 4.22 - 4.23
Ammonia, acetate, bbls., kgs., dlvd..lb. .27 - .33
dms., dlvd.....lb. .23 - .26
Aldehyde, dms., works.....lb. .65 - .70
Anhydrous, fertilizer, f.o.b. Belle, W. Va., frt. equal with Hopewell, Va.....ton. 90.00 - —
refrigeration, tanks, works, lb. .05 - —
pure, cycls., dlvd., met. N. Y., lb. .16 - —
Anhydrous ammonia in cylinders is quoted on a nationwide schedule of delivered and stock point prices in all States.
Aqua, 20°, cbys.....lb. .05¼- —
dms., c.l .....lb. .02¼- —
l.c.l. .....lb. .02½- —
tanks (on NH_3 content), f.o.b. works..lb. .04 - —
Benzoate, dms., kgs., 4,000 lbs. or more..lb. .40 - —
1,000 lbs. to 3,900 lbs....lb. .41 - —
900 lbs., or less.....lb. .42 - —
Bicarbonate, bbls., dlvd., Met. N. Y..lb. .0556- —
kgs., same basis.....lb. .0606- —
Bichromate, bbls.....lb. .30 - .32
Bifluoride, bbls.....lb. .14½- .16¼
Borate, bbls., kgs.....lb. .15 - .16
Bromide, gran., bbls.....lb. .31 - —
bxs. .....lb. .34 - .35
kegs .....lb. .32 - —
Carbonate, lump, bbls., dlvd., Met. N. Y...lb. .08 - —
kgs., same basis .....lb. .11 - —
cns, same basis.....lb. .13½- —
powdered, 1c. per lb. higher.
Chloride, tech., (see Ammoniac, sal).
USP, gran., 225-lb. bbls....lb. .12 - .13
100-lb. kgs .....lb. .15 - —
Citrate, 250-lb. bbls.....lb. .75 - —
100-lb. dms .....lb. .80 - —
50-lb. dms .....lb. .82 - —
25-lb. dms .....lb. .85 - —
cns. .....lb. .85 - —
Fluoride, bbls. .....lb. .17 - .19
Hydroxide (see Ammonia, aqua).
Hypophosphite, dms.....lb. 1.25 - 1.27
jars .....lb. 1.35 - —
Iodide, 5-lb. bots.....lb. 3.71 - —
jars .....lb. 3.65 - —
Linoleate, 80%, anhyd., bbls., lb. .12 - —
Molybdate, kgs., wks.....lb. 1.03 - 1.20

MoO_3

The two lowest cost raw materials for the production of all Molybdenum compounds, including Molybdated pigment colors, are:

PURE MOLYBDENUM TRIOXIDE
AND TECHNICAL MOLYBDENUM TRIOXIDE

Our development department will gladly take up with you any problems involving the application of Molybdenum

Climax Mo-lyb-den-um Company
500 Fifth Avenue · New York City

MOLY

Ammonia, nitrate, tech., bgs., works..100 lbs. 4.35 - —
bbls., works.....100 lbs. 4.55 - —
Oleate, dms.....lb. .14 - —
Oxalate, neutral, powd., bbls., kgs..lb. .19 - .25
pure gran.....lb. .32 - —
Perchlorate, kgs.....lb. .17 Nom.
Persulphate, kgs. dom.....lb. .21 - .22
Phosphate, dibasic, N.F.V., bls., lb. .37 - —
kgs .....lb. .39 - —
tech., bbls., c.l.....lb. .07¼- —
l.c.l. .....lb. .08¾- .09¼
monobasic, crude (fert. grade), 11% N 48% phos., bulk, f.o.b. E. works.. unit-ton. 1.55 & .79
pure, bbls.....lb. .40 - .45
tech., bbls., c.l.....lb. .07¼- —
l.c.l. .....lb. .08¾- .09¼
Salicylate, USP, kgs.....lb. 1.15 - 1.20
Silicofluoride, bbls.....lb. .11¼- —
Stearate, anhydrous.....lb. .24½- —
paste .....lb. .06½- —
Sulphate, dom., bulk, c.l., contr., f.o.b. cars, ports, Oct.-Dec. shipt..ton.28.00 - —
spot, same basis.....ton.29.00 - —
Ammonia sulphate prices are $1 per ton less than above prices f.o.b. cars nearest inland producing oven.
Sulphide, liquid, 40-45%, basis, 100%, dms., c.l., dlvd..lb. .08 - —
l.c.l., works.....lb. .12 - .13
tanks, dlvd.....lb. .07½- —
Red, 48%, cbys., works...lb. .07½- —
dms., works.....lb. .05½- —
yellow, 33%, cbys., works..lb. .07½- —
dms., works.....lb. .05½- —
Sulphocyanide, pure, 99-100%, kgs..lb. .65 - —
tech., kgs.....lb. .40 - —
Ammoniac, gum (see Gum, ammoniac).
sal, gray, dom., bbls., c.l., 100 lbs. 5.50 - 5.75
l.c.l. .....100 lbs. 6.00 - 6.70
white, gran., dom., bbls., c.l., works..100 lbs. 4.45 - —
l.c.l., same basis...100 lbs. 5.00 - 5.15
import, csks.....100 lbs. No prices
Amyl acetate, ex fusel oil, tech., dms., c.l., dlvd..lb. .11½- —
l.c.l., dlvd.....lb. .12 - —
tanks, dlvd.....lb. .10½- —
cns., works.....lb. .16 - .18
ex Pentane, dms., c.l., frt. alld..lb. .10½- —
l.c.l., frt. alld.....lb. .11½- —
tanks, frt. alld.....lb. .09½- —
Alcohol (see Alcohol amyl).
Butyrate, dms., 50 gal., returnable..lb. .75 - —
Caproate, cns.....lb. 2.75 - —
Chloride, normal, dms., works, lb. .56 - —
small lots, works.....lb. .68 - —
mixed, tech., dms., c.l., works..lb. .0565- —
l.c.l., works.....lb. .0665- —
tanks, works.....lb. .0465- —
Nitrite, bots.....lb. 1.80 - 1.85
Mercaptan, dms., l.c.l., works, lb. 1.10 - —
Oleate, dms., l.c.l., works...lb. .25 - —
Salicylate, 5 lbs., bots.....lb. .61 - —
cns., 25 lbs.....lb. .51 - —
Stearate, dms., l.c.l., works..lb. .26 - —
Amylene, dms., c.l., works....lb. .102 - —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09 - —
Anethol, bots.....lb. 1.10 - 1.15
Angelica root, dom., bls.....lb. .35 - .40
import, natural, bls.....lb. 1.75 - 1.80
twisted, bls.....lb. 1.95 - 2.00
Angostura bark, bls.....lb. .28 - .32
Anilin oil, dms.....lb. .15 - —
l.c.l. .....lb. .16 - —
tanks .....lb. .14½- —
Salt, dms., works.....lb. .22 - .24
Anise, Bulgarian, bgs.....lb. .14½- .15
Cyprus, bgs.....lb. .16 - .16½
Mexican, bgs.....lb. .14 - .14½
Star .....lb. .16 - .16½
Anisic aldehyde, bots.....lb. 2.85 - 2.90
Annatto paste, bxs.....lb. .34 - .39
seed, bgs.....lb. .06½- .07
Anthracene, 80-85%, bbls., wks., lb. .55 - —
90%, bbls., wks.....lb. .65 - —
Anthraquinone, 99.5%, subl., bbls., lb. .65 - —
Antimony butter (see Antimony chloride).
Chloride, solut., cbys.....lb. .17 - —
Metal, spot.....lb. .14 Nom.
Needle, powd.....lb. .20 - .22
Oxide, bgs., c.l.....lb. .13 - .14
l.c.l. .....lb. .14½- —
Salt, 65%, dms.....lb. .30 - —
bbls. .....lb. .38 - —
White pigment, bgs., f.o.b. Laredo, Tex..lb. .13 - .14
Antipyrene, bbls., kgs., ton lots, lb. 2.00 - —
smaller lots.. .....lb. 2.10 - 2.15
Apomorphine, bots.....oz. 23.20 -23.70
Archil extract, con., bbls.....lb. No prices
double, bbls.....lb. No prices
triple, bbls.....lb. No prices
Areca nuts, powd., bbls.....lb. .11 - .12
Arecoline hydrobromide, bots..oz. 5.00 - 6.50
Argols, test 70% to 85%, basis 100%, 100 kgm., purity, 100 kilos. No prices
Arnica flowers, bls.....lb. 1.10 Nom.
Root, bls.....lb. .43 - .55
Arrowroot, St. Vincent, powd. bgs..lb. .09 - .09½
bbls. .....lb. .09½- .10
Arsenic, metal, lump, cs.....lb. No prices
Chloride (arsenous), cns.....lb. 4.85 - —
Iodide (arsenous), 5-lb. bots..lb. 5.58 - —
jars .....lb. 5.48 - —
Red, import, cs.....lb. No prices
Trioxide (see Acid, arsenous).
White, powd., kgs., c.l.....lb. .03¼- —
l.c.l. .....lb. .04 - —
Asafetida, cs.....lb. .36 - .37
powd., bbls., bxs.....lb. .54 - .55
Asbestine (see Talc, N. Y. fibrous).
Asbestos fiber, 5M, bgs., c.l. (20 tons), Canad. mines..ton.42.50 - —
5R, bgs., c.l. (20 tons), Canad. mines..ton.40.00 - —
6D, bgs., c.l. (30 tons), Canad. mines..ton.30.00 - —
7D, bgs., c.l. (30 tons), Canad. mines..ton.26.00 - —
7F, bgs., c.l. (30 tons), Canad. mines..ton.24.00 - —
7H, bgs., c.l. (30 tons), Canad. mines..ton.20.00 - —
7K, bgs., c.l. (30 tons), Canad. mines..ton.17.50 - —
7M, bgs., c.l. (30 tons), Canad. mines..ton.15.00 - —
Asphaltum, Manjak No. 10, crude, tons, f.o.b. plant.....lb. .04½- —
smaller lots, f.o.b. plant, lb. .05½- —
process form, bgs., 20 tons, f.o.b. plant.....lb. .05 - —
smaller lots, f.o.b. plant, lb. .06 - —
Asphaltum, California, dms., c.l., f.o.b. N. Y..ton.29.00 - —
l.c.l., f.o.b. N. Y.....ton.36.50 - —
Cuban A, bgs., c.l., f.o.b. N.Y. ton.60.00 - —
l.c.l., f.o.b. N. Y.....ton.90.00 - —
B, bgs., c.l., f.o.b. N. Y..ton.35.00 - —
l.c.l., f.o.b. N. Y.....ton.55.00 - —
Egyptian, bgs., c.l., f.o.b. N. Y., lb. .12 - —
l.c.l., f.o.b. N. Y.....lb. .15 - —
Gilsonite, brilliant black, bgs., c.l., Western shipt. points, ton.32.00 - —
seconds, bgs., c.l., Western shipt. points..ton.23.50 - —
selects, bgs., c.l., Western shipt. points..ton.32.90 - —
l.c.l., f.o.b. N. J. or N. Y., whse..ton.58.00 - —
Jet, bgs., c.l., Western shipping points..ton.30.50 - —
Mexican, Texas, dms., c.l., refinery..ton.19.00 - —
l.c.l., refinery.....ton.21.00 - —
tanks, refinery.....ton.16.00 - —
Petroleum, cut-back, bbls., l.c.l., E. cst., refinery..gal. .18 - —
dms., c.l., E. cst., refinery, gal. .12 - —
tanks, Calif., refinery...ton.12.50 -14.00
East Coast, refinery...gal. .06 - .06½
Ill., Ind., refinery.....gal. .06½- —
N. Orleans, refinery...gal. .06 - —
Atropine, bots.....oz. 5.75 - 6.00
Sulphate, bots.....oz. 4.00 - 4.75
Balm of Gilead buds, bgs.....lb. .40 - .45
Barberry bark, bgs.....lb. .37 - .39
Tree bark, bls.....lb. No prices
Barbital, cs.....lb. 3.50 - 3.60
sodium, cs.....lb. 3.75 - —

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Balm of Gilead buds, bgs.....lb. .40 - .45
Barberry bark, bgs.....lb .37 - .39
Tree bark, bls.....lb. No prices
Barbital, cs.....lb. 3.50 - 3.60
sodium, cs.....lb. 3.75 - —
Barium carbonate, natural, 99% thru 200 mesh, bgs., c.l., works..ton.43.00 - —
precip., bgs., c.l., works..ton.47.50 - —
l.c.l., works.....ton.52.50 - —
bbls., c.l., works.....ton.52.50 - —
l.c.l., works.....ton.57.50 - —
sulphur-free, bgs., c.l., works, ton.57.50 - —
l.c.l., works.....ton.62.50 - —
Chlorate, kgs.....lb. .25 - .30
Chloride, CP, cryst., bbls....lb. .25 - —
tech., dom., cryst., bgs., c.l., Zone 1, dlvd., New England States, N. Y., N. J., Pa., Md., Va., Ohio, Mich., Ind., Wisc., Ill., Ky., and principal cities on west bank of Miss., north of Miss., north of Ark. line .....ton.77.00 - —
bbls., same basis..ton.79.00 - —
l.c.l., bgs., same basis ton.90.00 - —
bbls., same basis ..ton.92.00 - —
Zone 2, bgs., c.l., dlvd., Tenn., N.-S. Carolina, Ga., Ala., Miss., Fla., ton.81.00 - —
bbls., same basis...ton.83.00 - —
l.c.l., bgs., same basis, ton.94.00 - —
bbls., same basis...ton. 96.00 - —
Zone 3, bgs., c.l. Minn., Ia., Mo., Col., N. Mex., Idaho, Utah, Ariz. ton.87.00 - —
bbls., same basis..ton.89.00 - —
l.c.l., bgs., same basis, ton.100.00 - —
bbls., same basis..ton.102.00 - —
Zone 4, bgs., c.l. dlvd., Wash., Ore., Calif., Nev..ton.83.00 - —
bbls., same basis..ton.85.00 - —
l.c.l., bgs., same basis..ton.96.00 - —
bbls., same basis..ton.98.00 - —
Dioxide, dms., c.l., works...lb. .10 - —
l.c.l., same basis.....lb. .12 - .15
Fluoride, bbls.....lb. .14 - .15
Hydrate (see Hydroxide).
Hydroxide, bbls., works.....lb. .05½- .07
Iodide, bots.....lb. 4.77 - —
jars .....lb. 4.62 - —
Monoxide (see Oxide).
Nitrate, cks.....lb. .08½- .10½
Oxide, ungrd., dms., c.l., works, lb. .08 - —
l.c.l., same basis.....lb. .10 - .12
grd., dms., l.c.l., works....lb. .11 - .15
Peroxide (see Dioxide).
Silicofluoride, bbls.....lb. .12 - .16
Sulphate, tech. (see Barytes and blanc fixe).
X-ray, bbls.....lb. .09½- .10
kgs. .....lb. .12 - —
Barytes, dom., floated, bbls., c.l., St. Louis..ton.25.15 - —
l.c.l., same basis.....ton.26.15 - —
paper bags, c.l., St. Louis, ton.22.85 - —
l.c.l., same basis.....ton.23.85 - —
ex whse., New York....ton.31.50 - —
Southern off color, bulk mines, ton.12.00 - —
93.75%, bulk mines.....ton.16.00 - —
ore, bulk, mines.....ton. 7.00 - —
Cuban, crude, c.l., c.i.f.....ton.11.00 - —
German, grd., bbls., c.l., dock, t.a..ton. No prices
l.c.l., ex whse.....ton. No prices
ungrd., bulk, c.l., ex dock.ton. No prices
Italian, grd., bbls., c.l., ex dock, t.a..ton. No prices
l.c.l., ex whse.....ton. No prices
Bauxite, bulk mines.....ton. 7.00 -10.00
Bay leaves (see Laurel leaves).
Bay rum, import., bbls.....lb. .82 - .90
Bayberry bark, bgs.....lb. .14 - .15
Belladonna leaves, bls.....lb. .95 Nom.
Root, bls.....lb. .80 Nom.
Bentonite, 200 mesh bgs., Wyo., works..ton.11.00 - —
325 mesh, bgs., Wyo., works, ton.16.00 - —
Benzaldehyde, tech., cbys., dms., lb. .45 - .50
N.F. VI, dms., 50 to 100 lbs..lb. .85 - —
5 to 25 lbs.....lb. .90 - .95
Benzene (see Benzol).
Benzidin base, bbls.....lb. .70 - —
Benzol, 90%, dms., returnable, works..gal. .19 - —
tankcars, frt. alld. E. of Omaha, gal. .14 - —
W. Coast, f.o.b. Minnequa, Colo..gal. .14 - —
Benzoyl chloride, cbys.....lb. .23 - .28
Peroxide, pure, gran., fib. ctns., works..lb. 1.95 - —
Benzyl acetate, f.f.c., cans....lb. .49 - —
dms. .....lb. .44 - —
Alcohol (see Alcohol, benzyl).
Benzoate, a.m.a., f.f.c., cans..lb. .84 - —
dms. .....lb. .80 - —
Chloride, 95.97%, refd., dms., lb. .19 - .21
Cinnamate, cns.....lb. 4.15 - 5.50
Formate, cns.....lb. 2.75 - 3.50
Benzylidineacetone, bots.....lb. 2.00 - 2.50
Berberine bisulphate, cns.....lb. 17.25 -17.50
Hydrochloride, cns.....lb. 17.25 -17.50
Sulphate, cns.....lb. 17.25 -17.50
Berberis root, bls.....lb. .12 - .13
Betanaphthol, sublim., kgs....lb. .60 - —
tech., bbls., c.l., works....lb. .23 - —
l.c.l., bbls., works.....lb. .24 - —
Benzoate, fib. dms.....lb. 2.10 - —
kgs. .....lb. 2.00 - —
Betanaphthylamine, tech., kgs..lb. .51 - —
Beth root, bls.....lb. .19 - .21
Bismuth chloride, 5-lb. bots...lb. 3.20 - 3.25
Citrate, USP, VIII, 5-lb. bots., lb. 2.76 - —
jars .....lb. 2.65 - —
Hydroxide, 5-lb. bots.....lb. 3.46 - —
cns. .....lb. 3.35 - —
Metal, ton lots.....lb. 1.25 - —
Nitrate, cryst., 5-lb. bots...lb. 1.45 - —
cns. .....lb. 1.30 - —
Oxychloride, 5-lb. bots.....lb. 3.19 - —
cns., kgs.....lb. 3.10 - —
Subbenzoate, 5-lb. bots.....lb. 3.36 - —
fib. dms.....lb. 1.13 - —
Subcarbonate, bots., cns.....lb. 1.82 - 2.08
fib. dms.....lb. 1.73 - 1.76
X-ray, 5-lb. bots.....lb. 3.02 - —
fib. dms.....lb. 2.96 - —
Subgallate, bots., cns.....lb. 1.77 - 2.03
fib. dms.....lb. 1.68 - 1.71
Subiodide, cns.....lb. 4.01 - —
fib. dms.....lb. 3.98 - —
Subnitrate, powd., bots., cns..lb. 1.57 - 1.85
fib. dms.....lb. 1.48 - 1.51
Subsalicylate, 60-66%, bots...lb. 2.59 - —
bbls., fib. dms.....lb. 2.50 - —
Sulphocarbolate, 5-lb. bots...lb. 3.61 - —
fib. dms.....lb. 3.50 - —
Trioxide, powd., 5-lb. bots...lb. 3.56 - —
cns. .....lb. 3.45 - —
Bismuth-ammonia, citrate, USP, powd., 25-lb. dms..lb. 3.40 - —
5-lb. cns.....lb. 3.45 - 3.50
Black, acetylene, c.l., works, duty paid..lb. .14 - —
Bone, 1A, bbls., bgs., c.l., frt. alld. E..lb. .17 - —
l.c.l., frt. alld. E...lb. .17½- —
3, bbls., bgs., c.l., frt. alld. E., lb. .10½- —
l.c.l., frt. alld. E.....lb. .11 - —
4, bbls., c.l., frt. alld. E..lb. .09½- —
l.c.l., frt. alld. E.....lb. .10 - —
5, bbls., bgs., c.l., frt. alld. E., lb. .08½- —
l.c.l., frt. alld. E.....lb. .09 - —
6, bbls., c.l., frt. alld. E..lb. .06½- —
l.c.l., frt. alld. E.....lb. .07 - —
7, bbls., bgs., c.l., frt. alld. E., lb. .10 - —
l.c.l., frt. alld. E.....lb. .10½- —
8, bbls., bgs., c.l., frt. alld. E., lb. .11 - —
l.c.l., frt. alld. E.....lb. .11½- —
Bone black prices on Pacific Coast are 1c per lb. higher, ex dock or ex whse.
Carbon, regular, uncompressed, bgs., c.l., f.o.b. plants..lb. .03075- —
f.o.b. North Atlantic ports, lb. .03950- —
l.c.l., bgs. or cartons, f.o.b. whse..lb. .07025- —
dlvd..lb. .07525- —
beads, compressed, bgs., c.l., f.o.b. plants..lb. .02925- —
f.o.b. North Atlantic ports, lb. .0380- —
beads, compressed, l.c.l., bgs. or cartons, f.o.b. whse..lb. .06525- —
dlvd..lb. .06525- —
bulk, cars, c.l., f.o.b. plants, lb. .02¾- —
f.o.b. New York harbor..lb. .0363- —
All carbon black prices are for delivery in August-September.
Charcoal (see C).
Graphite (see G).
Iron oxide, magnetic, 1, pure, bbls., l.c.l., works..lb. .08¾- —
2, bbls., l.c.l., works.....lb. .08 - —
Ivory, genuine, bbls.....lb. .30 - —
Lamp, dom., 1, ctns., c.l., works..lb. .07 - —
l.c.l., works.....lb. .08 - —
3, ctns., c.l., works.....lb. .09 - —
l.c.l., works.....lb. .10 - —
2A, ctns., c.l., works.....lb. .11 - —
l.c.l., works.....lb. .12 - —
3, ctns., c.l., works.....lb. .13 - —
l.c.l., works.....lb. .14 - —
4, ctns., c.l., works.....lb. .15 - —
5, ctns., c.l., works.....lb. .17 - —
l.c.l., works.....lb. .18 - —
6, ctns., c.l., works.....lb. .24 - —
l.c.l., works.....lb. .25 - —
7, ctns., c.l., works.....lb. .34 - —
l.c.l., works.....lb. .35 - —
vine, A, bbls., works or N. Y., lb. .04¼- —
B, bbls., works or N. Y..lb. .06½- —
works..lb. .13½- .15½
dms., c.l., frt. alld.....lb. .09 - —
l.c.l., frt. alld.....lb. .09½- —
Black dyes are listed under Dyes.
Black Haw, root bark, bls....lb. .20 - .30
Tree bark, bls.....lb. .16 - .17
Black Indian hemp root, bls..lb. .22 - .28
Blanc fixe, dry, by-product, bgs., c.l., works..ton.50.00 - —
l.c.l., works.....ton.62.50 - —
direct process, bgs., l.c., works, frt. equald..ton.70.00 - —
l.c.l., same basis....ton.75.00 -90.00
pulp, 66⅔%, bbls., c.l., works, ton.35.00 - —
l.c.l., works.....ton.42.50 - —
Bleaching powder, dms., c.l., works..100 lbs. 2.00 - 2.85
l.c.l., works.....100 lbs. 2.25 - 3.95
Blood, dried, dom., 16-16½ ammon., bgs., f.o.b. N. Y., unit-ton. 2.25 - —
high-grade, gr., 16-17 ammon., bulk, f.o.b. Chicago, unit-ton. 2.60 - —
import, bgs., c.i.f. ports, ship..unit-ton. 2.50 - —
soluble (see Albumen, blood)
Bloodroot, bls.....lb. .11 - .13
Blue, alkali, toner, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis, lb. .80 - .90
Alkali blue toner prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ¼c. higher dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Bronze, bbls., same basis, contracts..lb. .33 - —
Celestial, bbls.....lb. .10 - .12

Ammonia Nit.—Buckthorn

Blue, Chinese, bbls., same basis, contracts..lb. .33 - —
Cobalt, genuine, 1-kilo pkg..lb. 4.90 - —
Imitation (see Blue, ultramarine).
Copper, phthalocyanin, bbls., f.o.b. works, frt. alld..lb. 3.30 - 3.75
Milori, bbls., same basis, contracts..lb. .33 - —
Potash, dom., bbls., same basis, contracts..lb. .42 - —
Prussian, bbls., same basis, contracts..lb. .33 - —
Tungstated, peacock, kgs....lb. 3.75 - —
Victoria, kgs.....lb. 3.25 - —
Ultramarine, dry or pulp, cobalt grades, bbls., works, frt. equald..lb. .22 - .24
jobbing grades, bbls., same basis..lb. .11 - —
regular grades, bbls., same
Blue, ultramarine, dlvd., ex whse., is 1c. higher; Pac. Coast, ex whse., 2c. higher; 100-lb. kgs., 1c. above bbls., 28-lb. boxes 5c. above bbls.
Victoria, ink toner, bbls., same basis, alkali toner..lb. 1.85 - —
Blue dyes are listed under Dyes.
Blue mass, USP, cns., tubs..lb. 1.67 - 1.84
powd., cns., dms.....lb. 1.60 - 1.62
Bluestone (see Copper sulphate).
Blue vitriol (see Copper sulphate).
Bone, raw, dom., 4½% ammon., 50% phos., bgs., f.o.b. Chicago..ton.30.00 -33.00
import, bgs., c.i.f. ports..ton.31.00 - —
Bone meal, steamed, dom., 3% ammon., 50% phos., bgs., f.o.b. Chicago..ton.29.00 -30.00
import, 100-lb. bgs., c.i.f. ports, import, bgs., c.i.f. ports..ton.31.50 - —
Phosphate, precip. (see Calcium phosphate dibasic, precip.)
Steamed, dom., 1¼% ammon., 60% phos., bgs., f.o.b. Chicago..ton.28.00 - —
import, 1% ammon., 65-70% phos., bgs., c.i.f. ports..ton.34.50 - —
Boneset leaves, bls.....lb. .08½- .09
Borage flowers, bls.....lb. .35 - .48
Borax, tech., 99½% gran., bulk, c.l., frt. alld..ton.40.50 - —
bgs., c.l., frt. alld.....ton.43.00 - —
ton lots, ex whse....ton.54.00 - —
less than ton lots, ex whse..ton.59.00 - —
bbls., c.l., frt. alld....ton.53.00 - —
ton lots, ex whse....ton.64.00 - —
less than ton lots, ex whse..ton.69.00 - —
powd., bgs., c.l., frt. alld., ton.48.00 - —
ton lots, ex whse....ton.59.00 - —
less than ton lots, ex whse..ton.64.00 - —
bbls., c.l., frt. alld...ton.58.00 - —
ton lots, ex whse....ton.69.00 - —
less than ton lots, ex whse..ton.74.00 - —
USP, $15 per ton higher.
Bordeaux mixture, dms., c.l., dealers..lb. .11 - —
l.c.l., dealers, dms..lb. .11½- —
Bordeaux mixture prices are works or whse. basis, frt. alld. to dest. in lots 96 lbs. and over, no trucking or freight allowances for works or warehouse pick-ups.
Brazilwood extract (see Hypernic).
Brimstone (see Sulphur).
Bromine, purif., ca., 1,000 lbs., frt. alld. E. of Rockies..lb. .25 - —
single pkg., same basis..lb. .30 - —
Bromoform, USP, 100-lb. tots, bots..lb. 1.50 - —
cbys. .....lb. 1.42 - —
Bromstyrol, bots.....lb. 3.50 - 3.75
Bronze powder, aluminum (see A).
Gold, litho, cns., dms., over 10 lbs..lb. .60 - .65
moulding, cns., dms., over 10 lbs..lb. .80 - 1.00
printing ink, cns., dms., over 10 lbs..lb. .85 - 1.20
radiator, cns., dms., over 10 lbs..lb. .45 - .50
Broomtops, bls.....lb. .12 - .18
Brown, iron oxide, pure precip., cks., f.o.b. N.Y..lb. .11¼- —
Metallic, iron oxide, bbls., wks., lb. .02½- —
paper bgs., c.l., works.....lb. .0210- —
Sienna, burnt, American, bbls., f.o.b. works..lb. .03¼- —
Italian, Group 1, bbls., f.o.b. N.Y. or Pa. points..lb. .12½- —
2, bbls., same basis...lb. .11½- —
3, bbls., same basis...lb. .10½- —
4, bbls., same basis...lb. .09 - —
5, bbls., same basis...lb. .09 - —
6, bbls., same basis...lb. .08½- —
7, bbls., same basis...lb. .08¼- —
8, bbls., same basis...lb. .08 - —
9, bbls., same basis...lb. .07½- —
10, bbls., same basis...lb. .07½- —
11, bbls., same basis...lb. .07 - —
12, bbls., same basis...lb. .06½- —
13, bbls., same basis...lb. .06½- —
14, bbls., same basis...lb. .05½- —
raw, American, bbls., f.o.b. works..lb. .03½- —
Italian, Group 1, bbls., f.o.b. N. Y. or works..lb. .12¾- —
2, bbls., same basis...lb. .11½- —
3, bbls., same basis...lb. .12¾- —
4, bbls., same basis...lb. .09¾- —
5, bbls., same basis...lb. .09¼- —
6, bbls., same basis...lb. .08¾- —
7, bbls., same basis...lb. .09 - —
8, bbls., same basis...lb. .07½- —
9, bbls., same basis...lb. .07 - —
10, bbls., same basis...lb. .06¼- —
11, bbls., same basis...lb. .05¼- —
Umber, American, bbls., works, lb. .03½- —
Turkey, bbls., l.c.l., f.o.b. Bethlehem, Easton, Pa., N.Y..lb. .04¼- —
St. Louis.....lb. .04¾- —
l.c.l., ex car Los Angeles, Portland, San Francisco, Seattle..lb. .05 - —
ex whse., Los Angeles, Portland, San Francisco, Seattle..lb. .05¼- —
Boston .....lb. .04¾- —
Chicago, Indianapolis, New Orleans..lb. .05 - —
Kansas City.....lb. .05¼- —
Minneapolis .....lb. .0510- —
Pittsburgh .....lb. .04¾- —
Vandyke, bbls., l.c.l.....lb. No prices
Walnut crystals, bbls.....lb. .06¼- —
Brucine, 100 oz., cns.....oz. .15 - —
Sulphate, 100 oz., cns.....oz. .12 - —
Bryonia root, bls.....lb. .28 - .35
Buchu leaves, bls.....lb. .62 - .65
Buckthorn bark, true, bls.....lb. .68 Nom.
cut and sifted, bbls.....lb. No prices
Berries, bgs.....lb. .30 - .35

Burdock Rt.—Castor Pomace

Burdock root, bls	lb.	.24 - .35
Burgundy pitch, dom., dms.	lb.	.05½- .06
Butternut bark, bls.	lb.	.07 - .08
Butyl acetate, norm., cns., wks.,	lb.	.13½- .15½
dms., c.l., frt. alld.	lb.	.09 - —
l.c.l., frt. alld.	lb.	.09½- —
tanks, frt. alld.	lb.	.08 - —
tankwagons, frt. alld.	lb.	.08½- —
secondary, dms., c.l., frt. pd. E. of Miss. R.	lb.	.07½- —
dms., l.c.l., same terms	lb.	.08 - —
tanks, same terms	lb.	.06½- —
Alcohol (see Alcohol):—		
Aldehyde, dms., c.l., works.	lb.	.15½- —
l.c.l., works	lb.	.16½- .17½
tanks, works	lb.	.14½- —
Carbinol (see Carbinol).		
Chloride, normal, dms., c.l., works.	lb.	.20 - —
l.c.l.	lb.	.23 - —
Crotonate, normal, 55-gal. dms., dlvd.	lb.	.35 - —
5-gal. cns.	lb.	.75 - —
1-gal. cns.	lb.	1.00 - —
Ether (see under Ether).		
Lactate, dms.	lb.	.23½- —
Propionate, dms., dlvd.	lb.	.16½- .17
tanks	lb.	.15½- —
Stearate, dms.	lb.	.25½- —
Butyric ether, bots.	gal.	6.50 - 6.95
cns., works	lb.	.65 - .70
dms., frt. alld. Met. N. Y.	lb.	.60 - —
Butane, coml., 16-34°, tanks, group 3	gal.	.02½- .03

C

Cadmium, bromide, 25-lb. jars, 50 lbs. or more	lb.	1.56 - —
single jars	lb.	1.61 - —
5-lb. bots	lb.	1.75 - —
Cyanide, 25-lb. bots., dlvd.	lb.	3.00 - —
25-lb. cks., dlvd.	lb.	3.50 - —
Iodide, 5-lb bots.	lb.	4.19 - —
25-lb. cns.	lb.	4.03 - —
Lithopone (see Yellow).		
Metal, pat., shapes, cs.	lb.	.85 - —
ingots or sticks	lb.	.80 - —
Red (see Red).		
Selenide (see Red).		
Sulphide (see Yellow).		
Caffeine, 10,000 lbs. or more, 100 lb. dms.	lb.	2.60 - —
25 lb. dms.	lb.	2.63 - —
10 lb. cns.	lb.	2.65 - —
2,000 lbs or more, 100 lb. dms, lb.		2.65 - —
25 lb. dms.	lb.	2.68 - —
10 lb. cns.	lb.	2.70 - —
1,000 lbs. or more, 100 lb. dms, lb.		2.70 - —
25 lb. dms.	lb.	2.73 - —
10 lb. dms.	lb.	2.75 - —
100 lbs. or more, 100 lb. dms.	lb.	2.80 - —
25 lb. dms.	lb.	2.83 - —
10 lb. cns.	lb.	2.85 - —
less than 100 lbs., 10 lb. cns.	lb.	3.10 - 3.25
5 lb. cns.	lb.	2.30 - 2.35
Citrated, bots.	lb.	5.29 - 5.37
Hydrobromide, bots.	lb.	.25 - .80
Calabar beans, bgs.	lb.	.40 - .45
Calamus root, peeled, N. F., cs., lb.		1.00 - 1.25
bleached, bls.	lb.	
Calcium acetate, bgs., dlvd., 100 lbs.		1.90 - —
Arsenate, bgs., c.l.	lb.	.06½- —
l.c.l.	lb.	.06¾- —
Southern cotton states, dms., cl.	lb.	.06 - —
l.c.l	lb.	.06¼- —

Calcium arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowances for plant or whse. pick-up.

Bromide, 100 lbs., works, frt. equaled	lb.	.65 - —
50 lbs., works	lb.	.67 - —
25 lbs., works	lb.	.70 - —
Carbide, dms., c.l., dlvd. 100 lbs.		4.75 - —
l.c.l., f.o.b. warehouse. 100 lbs.		4.85 -
Carbonate (see Chalk and Whiting).		
Chloride, flake, dms., 77-88%, dms., c.l., dlvd.	ton.	20.50 -35.00
l.c.l., 1 ton or over, dlvd. 100 lbs.		1.63 - 2.35
liquor, basis 40%, tanks, works.	ton.	7.50 - —
solid, dom., 73-75%, dms., c.l., dlvd.	ton.	19.00 -33.00
l.c.l., 1 ton or over, dlvd. 100 lbs.		1.53 - 2.25
Gluconate, USP, gran., 150-lb. bbls.	lb.	.50 - —
dms.	lb.	.55 - .57
cns.	lb.	.68 - .85
Powd., 2c. per lb. higher.		
Glycerophosphate, fib., dms., 1,000-lb. lots.	lb.	1.10 - —
smaller lots	lb.	1.25 - —
cns., 25 lbs.	lb.	1.50 - —
Hypophosphite, cns.	lb.	.62 - .67
Iodide, bots., jars	lb.	4.04 - 4.19
Lactate, USP, bbls., 200 lbs.	lb.	.23 - —
Mandelate, dense, dms.	lb.	2.15 - 2.30
fluffy, dms.	lb.	2.00 - 2.15
Nitrate, bgs., to fert. mfrs., ex vessel Atlantic or Gulf ports.	ton.	No prices
Palmitate, bbls.	lb.	.22 - .24
Phosphate, dibasic, precip., 38-40% P_2O_5, bgs., c.l.f., Atlantic ports, shipt.	unit-ton.	No prices
tribasic, c.l., bbls., works.	lb.	.0635- —
l.c.l., bbls.	lb.	.0705- —
Resinate, precip., bbls., 1 ton.	lb.	.13 - —
smaller lots.	lb.	.14 - —
Stearate, precip., bbls., ctns., c.l.	lb.	.20½- —
l.c.l., 1 ton	lb.	.22½- —
Sulphate (see Gypsum).		
Sulphide, 70%, CaS, bgs., c.l., works.	ton.	46.00 - —
80% CaS, bgs., c.l., wks.	ton.	51.00 - —
luminous, dom., tins, works, 100 lbs.	lb.	1.25 - —
Sulphocarbolate, bbls., 200 lbs.	lb.	.47 - 48
kgs., 100 lbs.	lb.	.50 - —
Calendula flowers, bls.	lb.	.69 - .72
Calomel, bbls., fib., dms., kgs., 50 lbs. or more	lb.	2.70 - —
Camphor, natural, powd., cs.	lb.	.82 - .83
slabs, cs.	lb.	.82 - .83
tablets, tins	lb.	.87 - .88
synth., dom., tech., bbls., contract, 2,000 lbs. or more, works.	lb.	.36 - —
smallr lots, works	lb.	.41 - —
USP, or import, gran., powd., bbls., 2,000-lb. lots.	lb.	.60 - —
1,000-lb. lots.	lb.	.61 - —
smaller lots.	lb.	.62 - —
tablets, 2,000-lb. lots.	lb.	.73 - —
1,000-lb. lots.	lb.	.74 - —
smaller lots.	lb.	.75 - —
Monobromate, bxs., kgs.	lb.	2.00 - 2.05
Canada balsam (see Fir balsam).		
Canary seed, Argentine, bgs.	lb.	.0340- .0360
Morocco, bgs.	lb.	.0370- .0390
Turkish, bgs.	lb.	.0350- .0380

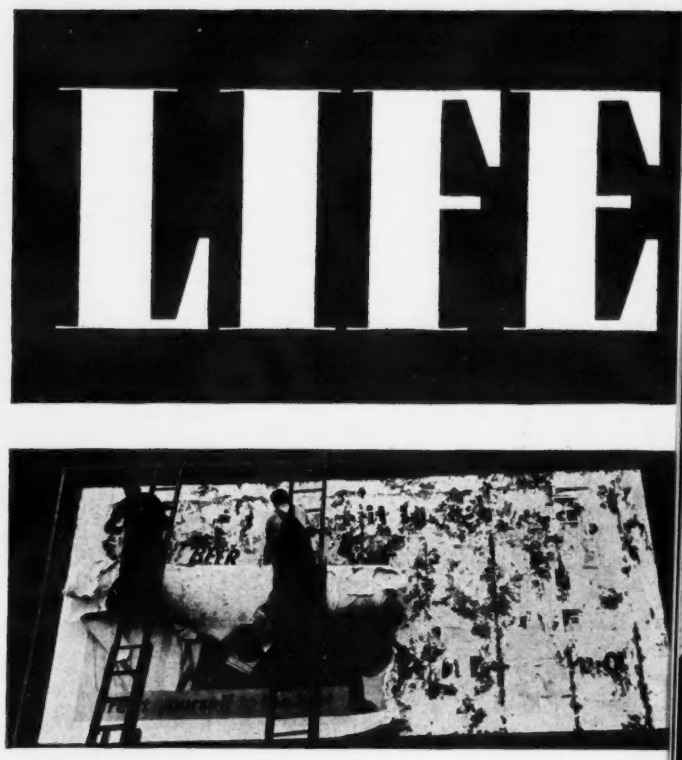
Canella alba bark, bls.	lb.	.45 - .50
Cantharides, Chinese, cs.	lb.	1.50 - 1.60
powd., bxs.	lb.	1.75 - 1.85
Russian, cs.	lb.	2.25 - 2.30
powd., bxs.	lb.	2.50 - 2.55
Capsicum (see Pepper, red).		
Caraway, Dutch	lb.	.28½- .29
Russian	lb.	.28 - .28½
Carbazole, 95%, dms., ton lots, works.	lb.	.70 - —
smaller quantities, works.	lb.	.80 - —
98%, dms., ton lots, works.	lb.	.75 - —
smaller quantities, works.	lb.	.85 - —
Diethyl, dms., works	lb.	.60 - —
small lots, works	lb.	.75 - —
Carbinol, butyl, norm. (see Amyl alcohol, normal).		
Dimethylethyl, dms., works.	lb.	.60 - —
small lots, works	lb.	.75 - —
Isobutyl (see Alcohol, isoamyl).		
Carbon bisulphide, 55-gal. dms., c.l., frt. alld. E. of Miss. R., N. of Ohio R.	lb.	.05 - —
l.c.l., same basis	lb.	.05¾- —
5-gal. dms., c.l., same basis, lb.		.07 - .07½
l.c.l., same basis	lb.	.08 - .08½
Dioxide, cyls.	lb.	.06 - .08
Tetrachloride, Zone 1, 52½-gal. dms., c.l., frt. alld.	gal.	.06½- —
l.c.l., frt. alld.	gal.	.73 - —
5 or 10-gal. dms., c.l., frt. alld.	gal.	.90 - —
l.c.l., frt. alld.	gal.	1.00 - —
Zone 2, 52½-gal. dms., c.l., frt. alld.	gal.	.73 - —
l.c.l., frt. alld.	gal.	.80 - —
Carbon, tetrachloride, Zone 2, 5 or 10-gal. dms., c.l., frt alld.	gal.	.97 - —
l.c.l., frt. alld.	gal.	1.07 - —
Zone 3, 52½-gal. dms., c.l., frt. alld.	gal.	.87 - —
l.c.l., frt. alld.	gal.	.93 - —
5 or 10-gal. dms., c.l., frt. alld.	gal.	1.10 - —
l.c.l., frt. alld.	gal.	1.20 - —
Zone 4, 52½-gal. dms., c.l.	gal.	.83 - —
l.c.l.	gal.	.90 - —
5 or 10-gal. dms., c.l.	gal.	1.07 - —
l.c.l.	gal.	1.17 - —

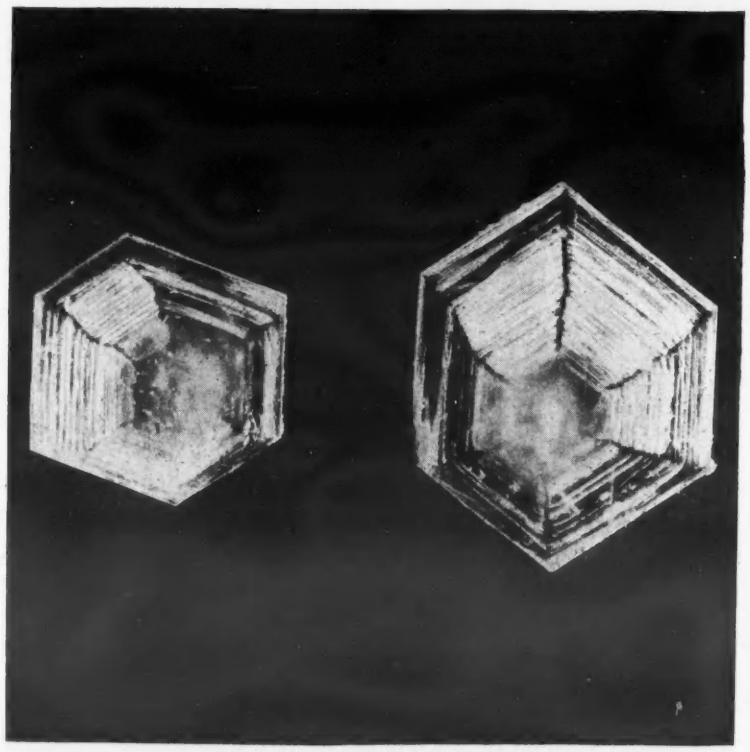
All prices on carbon tetrachloride are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. cars, L. A. Cal.; S. F. Cal.; Portland, Ore., and Seattle, Wash. All packages are inclusive and not returnable. Zone 1, includes the following States:—Me., N. H., Vt., Mass., Ct., R. I., N. Y., N. J., Pa., Md., Del., Va., W.Va., N. C., Tenn., O., Ind., Mich., Ill., Wis., Minn., Ia., Mo., also the river towns of Burlington, Ia., and Kansas City, Kan. Zone 2 includes N. D., S. D., Neb., Kan., Okla., Ark., La., Miss., Ala., Ga., S. C. and Fla. Zone 3 includes that portion of Montana east of Billings and the states of Wyoming, Colo., N. M. and Texas. Zone 4 includes Wash., Idaho, Montana, Ore., Cal., Nev., Utah and Arizona.

Cardamom, bleached, cs.	lb.	1.15 - 1.50
decorticated, cs.	lb.	.80 - .82
green, bgs.	lb.	.61 - .62
Carob bean flour (see Gum, Locust bean).		
Carvol, bots.	lb.	4.00 - 4.25
Cascara sagrada bark, bulk	lb.	.14 - .16
Case - hardening mixture, 30% lump, dms., l.c.l.	lb.	.09 - —
Casein, dom., 20-30 mesh, bgs., c.l., dlvd.	lb.	.11¼- .13
5 tons, works	lb.	.11¾- .13½
smaller lots, works	lb.	.12¼- .14
80-100 mesh, bgs., c.l.	lb.	.11¾- .13¼
5 tons, works	lb.	.12¼- .14½
smaller lots, works	lb.	.12¾- .15
Import, Argent., 20-30 mesh, bgs., c.l., duty pd.	lb.	.11½- .12
80-100 mesh, bgs., c.l., duty paid	lb.	.12 - .12½
French, 30 mesh, bgs., c.l., duty paid	lb.	No prices
New Zealand, 20-30 mesh, c.l., bgs., duty paid	lb.	No prices
Cassia, Batavia, No. 1, thin quill, bls.	lb.	.17¼- .17¾
No. 1, regular, bls.	lb.	.16 - .16½
shortstick, bls.	lb.	.13 - .13½
broken, bls.	lb.	.11¾- .12¼
China, rolls, select, bls.	lb.	.12¼- .12¾
broken, extra, bls.	lb.	.10¾- .11¼
Saigon, No. 1, bls.	lb.	.16¾- .17¼
10-6-2, bls.	lb.	.17 - .17½
all thin, bls.	lb.	.17½- .18
Cassia buds, cs.	lb.	.13¼- .13½
Cassia fistula, bskts.	lb.	.16 - .18
Castile soap, Italian, white, bars, 40-lb. cases.	case.	14.00 - —
powd., bbls.	lb.	.33 - .36
Castoreum, nat., cns.	lb.	15.00 -18.00
synth., bots.	lb.	19.00 - —
Castor beans, Brazilian, ship't., c&f, N.Y.	ton.	51.00 - —
Oil (see Oil, castor).		
Pomace, dom., 6½% ammon., bgs., c.l., works.	ton.	15.00 - —
import, bgs., c.i.f. ports, shipment.	ton.	No prices

(*Above*) **INK MIXING** calls for constant research to meet present-day requirements. Advances in ink manufacture have been accelerated by Cyanamid's developments in the field of synthetic resins. These resins are made in a wide variety of types to meet individual requirements.

Photo from "Back of the Printed Word," International Printing Ink.





(*Above*) **DOMESTIC PRODUCTION OF THIOUREA** has been initiated by Cyanamid on a commercial scale to supplement its foreign sources of supply of this important chemical. Thiourea produced by Cyanamid equals or exceeds the imported grade in purity and other desirable properties—assures American industry of ample quantities for current requirements and for the new applications that are rapidly being developed—represents another Cyanamid "first". Microphotograph shows crystals of Thiourea.

(*Above*) **GOOD NEWS FOR BILLPOSTERS**—an e ier, faster way of removing old sheets. Tr lies in the use of AEROSOL** Wetting Age to promote the moistening of the shee Almost every industry has found ways to prove efficiency and economy in manufact through the use of these wetting agents.

(*Below*) **BLUEPRINT PAPER** undergoes care testing to assure desired printing qualit Essential chemical in manufacture is ferri anide, now being domestically produced Cyanamid in the form of REDSOL* Crys (Potassium Sodium Ferricyanide). REDS Crystals free the industry from its depende on imported Red Prussiate of Potash.

LIFE

O

AME

Celery seed, French, bgs.....lb. .33 - .34
Indian .....lb. .18½- .19
Celluloid scrap (see Pyroxylin scrap).
Cellulose, acetate, flake, gran., frt. alld..lb. .30 - —
Acetate-butyrate, high (20-40% butyryl content), 100-lb. ctn., 5,000 lbs. and up, frt. alld. lb. .45 - —
1,000-4,900 lbs., frt. alld.lb. .46 - —
100-900 lbs., frt. alld....lb. .47 - —
smaller pkg., works.....lb. .48 - —
low (up to 9.9%), 100-lb. ctn., 5,000 lbs. and up, frt. alld..lb. .41 - —
1,000-4,900 lbs., frt. alld.lb. .42 - —
100-900 lbs., frt. alld....lb. .43 - —
smaller pkg., works.....lb. .44 - —
medium (10-10.9%), 100-lb. ctn., 5,000 lbs. and up, frt. alld..lb. .43 - —
1,000-4,900 lbs., frt. alld.lb. .44 - —
100-900 lbs., frt. alld....lb. .45 - —
smaller pkg., works.....lb. .46 - —
Acetate-propionate, high (20-40% propionyl content), 100-lb. ctn., 5,000 lbs. and up, frt. alld..lb. .45 - —
1,000-4,900 lbs., frt. alld.lb. .46 - —
100-900 lbs., frt. alld....lb. .47 - —
smaller pkg., works.....lb. .48 - —
low (up to 9.9%), 100-lb. ctns., 5,000 lbs. and up, frt. alld.lb. .41 - —
1,000-4,900 lbs., frt. alld.lb. .42 - —
100-900 lbs., frt. alld....lb. .43 - —
smaller pkg., works.....lb. .44 - —
medium (10-19.9%), 100-lb. ctn., frt. alld...lb. .38½- .39
1,000-4,900 lbs., frt. alld.lb. .44 - —
100-900 lbs., frt. alld....lb. .45 - —
smaller pkg., works.....lb. .46 - —
Cellulose acetate-propionate, medium, 5,000 lbs. and up, frt. alld...lb. .43 - —
1,000-4,900 lbs., frt. alld.lb. .44 - —
100-900 lbs., frt. alld....lb. .45 - —
smaller pkg., works.....lb. .46 - —
Triacetate, flake, frt. alld....lb. .30 - —
Cerium hydrate, dms., works..lb. .60 - —
oxalate, USP, bbls., works..lb. .35 - —
kgs., works.....lb. .37 - —
Chalk, precip., extra light, light, heavy, bgs., 50 lbs., c.l., f.o.b. works..lb. .02¾- —
cks., 250 lbs., c.l., f.o.b. works..lb. .03¼- —
Chamomile flowers, Hungarian, genuine, cs..lb. .85 - .90
Roman, bls.....lb. 2.00 Nom.
Charcoal, softwood, gran., bgs., c.l., dlvd., Ala., Del., Ga., Ky., Md., Miss., N. J., N. Y., N. C., S. C., Tenn., Va., W. Va..ton.35.40 - —
Colo. .....ton.32.00 - —
Conn., Me., Mass., N. H., R. I., Vt..ton.35.80 - —
Ill. (except river point), Minn., Neb., Wis..ton.27.00 - —
Indiana .....ton.31.00 - —
Ill. (river points), Mo., Okla., Tex. (except El Paso), Ia.....ton.25.00 - —
Kansas, El Paso, Tex. ton.26.00 - —
Michigan .....ton.32.80 - —
Ohio .....ton.32.80 - —
Penn .....ton.34.80 - —
Utah .....ton.36.00 - —
Willow, powd., bbls.....lb. .06 - .07
Chestnut extract, clarif., 25% tan., bbls., c.l., works..lb. .02¼- —
l.c.l., bbls., works.....lb. .02¾- —
tanks, works.....lb. .01¾- —
Chillies (see Pepper, red).
China clay, dom., dry-grd., air-float, 99.75%, 300 mesh, bgs., c.l., works..ton. 9.50 - —
l.c.l., works.....ton.10.00 -16.00
bulk, c.l., works...ton. 7.60 - —
200 mesh, bgs., c.l., works, ton. 8.50 - —
l.c.l., works.....ton. 9.50 -15.50
wet-grd., silk-bolt, 99.9%, 325 mesh, bulk, c.l., works.ton. 9.50 - —
paper bgs., c.l., works, ton.12.50 - —
import, white, lump, bulk, c.l., ex dock, Balto., Boston, Norfolk, Phila..ton.18.00 -25.00
powd., cks., l.c.l., ex whse. ton.45.00 - —
Chloral hydrate, bots., 1,000 lbs., lb. .93 - 1.02
300 lbs.....lb. .96 - 1.05
100 lbs.....lb. .98 - 1.07
25 lbs.....lb. 1.00 - 1.09
1-10 lbs.....lb. 1.05 - 1.12
dms., 1,000 lbs.....lb. .90 - —
500 lbs.....lb. .93 - —
100 lbs.....lb. .95 - —
Chlorinated rubber, standard, c.l., ctns., works..lb. .32 - —
100 lbs., ctns.....lb. .35 - —
smaller lots.....lb. .38 - —
Chlorine, liq., cyls., c.l., dlvd., N. Y..lb. .05¼- —
contracts, dlvd., N. Y..lb. .03¼- —
l.c.l., dlvd., N. Y.....lb. .07¼- —

Celery Seed—Copperas

Chlorine, liq., tanks, single unit, works, frt. equald...100 lbs. 1.75 - —
multiple unit, 3 or over, works, frt. equald..100 lbs. 1.90 - —
2, works, frt. equald., 100 lbs. 2.15 - —
1, works, frt. equald., 100 lbs. 2.60 - —
Chloracetophenone, tins, works.lb. 3.00 - 3.50
Chloroform, tech., 650-lb. dms.lb. .20 - —
100-lb. dms.....lb. .22 - —
50-lb. dms.....lb. .23 - —
USP, 650-lb. dms.....lb. .30 - —
100-lb. dms.....lb. .32 - —
50-lb. dms.....lb. .33 - —
Chloropicrin, com'l, 180-lb. cyls., works..lb. .80 - —
100-lb. cyls., works.....lb. .85 - —
5-25-lb. cyls., works.....lb. 1.00 - 1.15
Chrome acetate, powd., 24%, bbls., dlvd..lb. .13½- —
solut. 8½%, cs., bbls.....lb. .05¾- —
Cake, bulk, c.l., works....ton.16.00 - —
Green (see Green, chrome).
Oxide (see Green, chrome).
Sulphate, pearls, dms., 100 lbs., lb. .40 - —
powd., dms., 100 lbs.....lb. .45 - —
scale, dms., 100 lbs.....lb. .45 - —
Trioxide (see Acid, chromic).
Yellow (see Yellow, chrome).
Chrysarobin, 5-lb. bot.....lb. 5.00 - —
Cinchona bark, quill, USP, 10 in., medium, cs..lb. .75 - .80
20 in., thick, cs.....lb. .75 - .80
20 in., medium, cs.....lb. .75 - .80
USP, broken quill, red, bgs., lb. .21 - .23
yellow, bgs.....lb. .21 - .23
Cinchonidine, small crys., cns., 100 ozs..oz. .89 - —
Sulphate, N.F., cns.100 ozs..oz. .53 - —

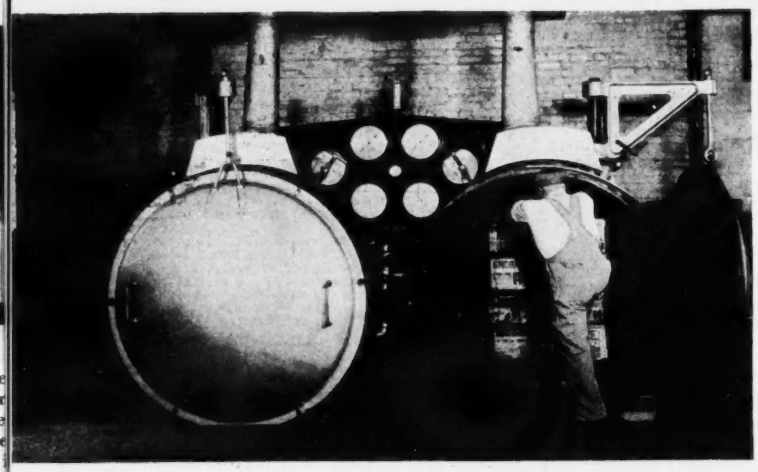
Cinchonidine buyers must pay a surcharge of 7c. per oz. to cover present war risk insurance, higher ocean freight rates and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Cinchonine, small crys., cns., 100 ozs..oz. .62 - —
large cryst., cns.100 ozs..oz. .66 - —
Sulphate, N.F., cns.100 ozs..oz. .42 - —

Cinchonine buyers must pay a surcharge of 7c. per oz., to cover present war risk insurance, higher ocean freight rates and other expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

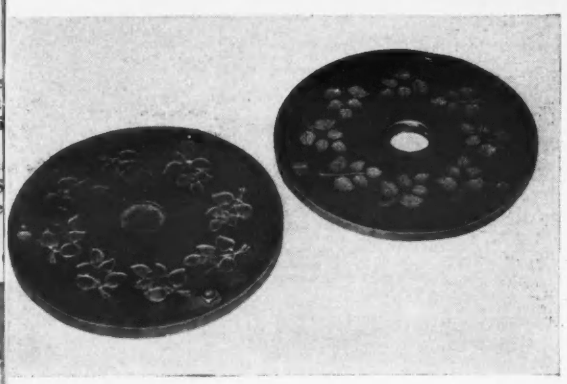
Cinchophen, USP, 25-lb. fib. dms., lb. 3.40 - —
1 and 5-lb. bots.....lb. 3.50 - 3.55
100 lbs., dms.....lb. 3.30 - —
Cinnamic alcohol (see Alcohol, cinnamic).
Aldehyde, f.c.c., cbys.....lb. .85 - .90
Cinnamon, Ceylon, 2 bls.....lb. .16¾- .17¼
3 bls.....lb. .16 - .16½
Citral, bots., cns.....lb. 1.40 - 3.10
Citrine ointment, jars.....lb. .95 - .97
Citronellal, bots., dms.....lb. .75 - .80
Citronellol, bots., dms.....lb. 1.60 - 1.85
Clove, Amboyna, bgs.....lb. .24½- .25
Cloves, Madagascar.....lb. .16¾- .16¾
Zanzibar .....lb. .16¼- .16¾
Clover tops, red, bgs.....lb. .40 - .45
dom., bgs.....lb. .33 - .35
Coaltar, coal-gas, crude, bbls., c.l., works..bbl. 7.50 - 7.75
l.c.l., works.....bbl. 8.25 - 8.50
tanks, works.....gal. .07½- .09
refd., bbls., c.l., works....bbl. 8.00 - 8.25
l.c.l., works.....bbl. 8.75 - 9.00
tanks, works.....gal. .08½- .10
water-gas, crude, dms., c.l., works..dm. 7.50 - —
l.c.l., works.....dm. 8.25 - —
refd., dms., c.l., works....dm. 8.00 - —
l.c.l., works.....dm. 8.75 - —
Cobalt acetate, bbls., kgs., dlvd., lb. .80½- —
Carbonate, powd., bgs., works, lb. 1.58 - —
Chloride, kgs., works.....lb. .85 - —
Hydrate, bbls.....lb. 1.98 - —
Linoleate, paste, 5%, dms....lb. .31 - —
solid, 8½%, bbls.....lb. .33 - —
Oleate, bbls.....lb. .25 Nom.
Oxide, black, kgs.....lb. 1.84 - —
Resinate, fused A, bbls.....lb. .13½- —
1 %, bbls.....lb. .13 - —
2 %, bbls.....lb. .14 - —
3½%, bbls.....lb. .17½- —
precip., dms., dlvd.....lb. .34 - —
Sulphate, dms.....lb. .65 - —
Cocaine, hydrochloride, 100 ozs., cns..oz. 9.75 - —
Cochineal, gray, bgs.....lb. .37 - .38
Teneriffe, silver, bgs.....lb. .38 - .39
Cocoa butter, bulk, c.l., bgs...lb. .1040- —
Cocillana bark, bgs.....lb. .25 - .30
Codeine, cns., 100 ozs.....oz.11.70 - —
Hydrochloride, cns., 100 ozs..oz.10.50 - —
Phosphate, cns., 100 oz.....oz. 9.00 - —
Sulphate, cns., 100 ozs.....oz. 9.50 - —
Codliver oil (see Oil, codliver).
Cohosh, black, root, bls.....lb. .07 - .08
Blue, root, bls.....lb. .07 - .08
Colchine, bots., cns.....oz.20.00 -25.00
Colchicum seed, bgs.....lb. 1.05 Nom.
Collodion, USP, dms., 325 lbs..lb. .12½- —
cns., 25 lbs.....lb. .16 - —
flexible, USP, dms., 325 lbs..lb. .14½- —
cns., 25 lbs.....lb. .18 - —
Colocynth pulp, bls.....lb. .55 - .56
Colombo root, bls.....lb. .15 - .16
Coltsfoot leaves, bgs.....lb. .25 - .27
Condurango bark, bgs.....lb. .11 - .12
Conium leaves, bls.....lb. .30 - .32
Copaiba balsam, Para, cns.....lb. .25 - .26
S.A., USP, cns.....lb. .27 - .28
Copper acetate, normal, bbls., dlvd..lb. .22 - —
smaller containers, dlvd..lb. .24 - —
Carbonate, 52-54%, bbls.....lb. .16½- —
Chloride, cryst., bbls.....lb. .16 - —
Cyanide, tech., bbls.....lb. .34 Nom.
oxide, bots.....lb. 5.15 - 5.19
Metal, electrolytic.....lb. .12 - —
Nitrate, cryst., bbls.....lb. .16¼- —
Oleate, precip., bbls.....lb. .20 - —
Oxide, black, 79-80%, bbls., tons, works..lb. .18 - —
Red, com'l, 80-88%, kgs., f.o.b. N.Y..lb. .19½- —
Resinate, precip., bbls.....lb. .15 - .16
Sulphate, 99% cryst., bbls., c.l., f.o.b. works100 lbs. 4.75 - —
l.c.l., 16-50 bbls., same basis, 100 lbs. 4.90 - —
6-15 bbls., same basis, 100 lbs. 5.10 - —
1-5 bbls., same basis, 100 lbs. 5.35 - —
monohydrated, dms., c.l., dealers, f.o.b. works.100 lbs. 9.30 - 9.55
l.c.l., dealers.....100 lbs.10.30 -10.55
Copperas, cryst., gran., bgs., c.l., works..ton.18.00 - —
bbls., c.l., works.....ton.20.00 - —
l.c.l., 25 or over, works, 100 lbs. 1.55 - —
5-24, works.....100 lbs. 1.65 - —
1-4, works.....100 lbs. 2.00 - —
bulk, c.l., works.....ton.14.00 - —

on the Chemical Newsfront



(*Left*) **VACUUM FUMIGATION** of foodstuffs and other agricultural products is a process in which Cyanamid's Liquid HCN, a highly concentrated fumigant, finds a wide field. The process allows rapid penetration, provides an economical, effective safeguard against insect infestation. Liquid HCN is non-inflammable and non-explosive at the concentrations used in the process. Cyanamid engineers will cooperate with manufacturers interested in utilizing the method.

(*Below*) **GETTING READY FOR THE KICK-OFF.** As the football season opens, plenty of leather goes into action—and all of it must be of a quality to withstand severe punishment. Photo shows final selection of carefully matched leather panels for footballs. Cyanamid's leather chemicals are of valuable assistance to the industry in meeting the most exacting requirements.



ove) **LOW-COST MOLDS** of specially compounded rubber are lacing metal molds in making novelty jewelry. Cyanamid's ber chemicals aid in solving unusual compounding problems.

AMERICAN CYANAMID & CHEMICAL CORPORATION

A Unit of American Cyanamid Company

30 ROCKEFELLER PLAZA NEW YORK, N. Y.

*Trade-mark, **Trade-mark of American Cyanamid & Chemical Corporation applied to wetting agents of its own manufacture.

Copra—Ferric Sulphate

Copra, Coast, shipt....lb. .0140- —
Coriander, bgs....lb. .07¾- .08¼
bleached, bgs....lb. .09 - .10
Corn sugar, tanners', chipped, bgs., c.l., dlvd..100 lbs. 3.44 - —
slabs, bbls., c.l.....100 lbs. 3.36 - —
solid, bbls., c.l.....100 lbs. 3.48 - —
Syrup, 42°, bbls., c.l...100 lbs. 3.47 - —
43°, bbls., c.l.....100 lbs. 3.52 - —
Cornsilk, bls....lb. .15 - .16
Corrosive sublimate, cryst., dms., 50 lbs. or more..lb. 2.19 - —
gran., powd., dms., 50 lbs. or more..lb. 2.04 - —
Cottonroot bark, bls....lb. .10 - .11
Cottonseed, hull ash, 32-36% pot-ash, bgs., dlvd., unit-ton. 1.10 - —
meal, 8%, Southeast, mills..ton. 23.50 - —
Coumarin, 5 lbs., or more, 25-lb. cns..lb. 2.75 - 3.00
5-lb. cns....lb. 2.85 - 3.10
1-lb. cns....lb. 3.00 - 3.25
1-oz. cns....lb. 3.35 - 3.60
less than 5 dms., cns....lb. 4.15 - 4.65
Cramp, bark, genuine, bls....lb. .23 - .24
so-called, bls....lb. .06 - .07
Cranesbill root, bls....lb. .10 - .18
Cream tartar, gran. or powd., bbls., 5,000 lbs., one shipm't, lb. .34¼- —
smaller lots, bbls....lb. .34¾- —
kgs....lb. .35¼- —
Creosote, beechwood, bots....lb. No prices
hardwood, USP, bots....lb. .45 - .47
Pine, dms....gal. .28 - —
Carbonate, bots., cbys....lb. 1.90 - 2.29
Oil, crude, tanks, works...gal. .13½- .14½
Coaltar, solution, tanks, works, gal. .122 - .132
refd., bbls., l.c.l., works..gal. .25 - —
tanks, works....gal. .18 - .18½
Cresol, USP, dms., c.l., works.lb. .09¾- —
l.c.l., same basis....lb. .10¼- —
special resin grade, dms., c.l., works..lb. .08¾- —
l.c.l., same basis....lb. .09¼- —
Crotonaldehyde, 97%, 55 and 110 gal., c.l., works..lb. .11 - —
l.c.l., works....lb. .12 - —
5 and 10 gal. dms., works..lb. .15 - —
Cube root, powd., 5% rotenone, bbls., f.o.b. N.Y.C., frt. equaled, with shipments from Newark and Balto. Prices for Pacific Coast are plus frt., 10,000 lbs., or more..lb. .24 - .25
2,000 lbs. to 10,000 lbs..lb. .25 - .26
1,000 lbs. to 2,000 lbs..lb. .26 - .27
200 lbs. to 1,000 lbs....lb. .27 - .28
4% rotenone prices are 4c. per lb less.

Cube, powd., contracts have no protection against decline in price. Part deliveries against contract are billed at price for smaller quantities, subject to adjustment when contract quantity is reached.

Cubeb berries, XX, bgs....lb. .32 - .33
powd., cs....lb. .40 - .41
Culver's root, bls....lb. .16 - .17
Cumin seed, Morocco, bgs....lb. .21¾- .22¼
Cyprus, bgs....lb. .21¾- .22¼
Cutch, Borneo, extract, solid, contract, f.o.b. N. Y., duty paid..lb. .04½- —
Cyanamide, 22% N, pulv., bgs., dlvd. .contracts. N..unit-ton. 1.40 - —
Cyanide-chloride, mixture, 45%, gran., dms..lb. .10¾- —
lump, dms....lb. .09¾- —
75%, gran., dms....lb. .15 - —
Cyclohexane, 98-100%, dms., dlvd. lb. .17 - —
Cyclohexanol, 98-100%, dms., dlvd..lb. .26 - —
Cyclohexanone, 98-100%, dms., dlvd..lb. .40 - —

D

Damiana leaves, bls....lb. .17 - .24
Dandelion root, German, bls...lb. .60 - .65
Decanol, normal, tech., 360 lbs. dms., dlvd..lb. .35 - —
Deertongue leaves, bls....lb. .12 - .14
Degras common, dom., bbls...lb. .08 - .08½
neutral, dom., bbls....lb. .13½- .16½
Derris root, powd., 5% rotenone, bbls., f.o.b. N.Y., frt. equal'd, with shipments from Newark and Balto. Prices for Pacific Coast are plus frt., 10,000 lbs., or more..lb. .24 - .25
2,000 lbs. to 10,000 lbs....lb. .26 - .30
1,000 lbs. to 2,000 lbs....lb. .28 - .32
200 lbs. to 1,000 lbs....lb. .30 - .34
4% rotenone prices are 6c. per lb. less.

Derris root, powd., contracts give no protection against decline in price. Part deliveries against contracts are billed at price for such smaller quantities, subject to adjustment when contract quantity is reached.

Derris, extract, 25% rotenone, bulk, cns..lb. 4.00 - 5.00
15% rotenone, bulk, cns....lb. 2.25 - 3.25
Dextrin, British gum, c.l., f.o.b. Chicago..100 lbs. 4.10 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.20 - —
Corn, canary, bgs., c.l., f.o.b. Chicago..100 lbs. 3.85 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.05 - —
white, bgs., c.l., f.o.b. Chicago..100 lbs. 3.80 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.00 - —
Potato, import, bgs....lb. No stocks
Diacetone (see under Alcohol).
Diacetyl, bots....lb. 10.00 - 11.00
Diamyl ether, dms., c.l., works, lb. .085 - —
l.c.l., works....lb. .092 - —
tanks, works....lb. .075 - —
Oxalate, dms., l.c.l., works..lb. .30 - —
Phthalate, dms., c.l., dlvd...lb. .21 - —
l.c.l., dlvd....lb. .21½- —
tanks, dlvd....lb. .20 - —
Sulphide, dms., l.c.l., works.lb. 1.10 - —
Diamylamine, dms., c.l., works, lb. .47 - —
l.c.l., works....lb. .48 - .50
tanks, works....lb. .45 - —
Diamylene, dms., c.l., works..lb. .095 - —
l.c.l., works....lb. .102 - —
tanks, works....lb. .085 - —
Diamylnaphthalene, dms., l.c.l., works..lb. .20 - —
Diamylphenol (2, 4), dms., c.l., works..lb. .17 - —
l.c.l....lb. .20 - —
Diatomaceous earth, dom., bgs., l.c.l., Pacific cst., works, ton. 22.00 - 35.00
l.c.l., ex whse....ton. 45.00 - 50.00
Import, bgs., c.l., c.i.f....ton. No prices
Dibutylamine, dms., c.l., works, lb. .50 - —
l.c.l....lb. .51 - .53
tanks, works....lb. .48 - —
Dibutyl ether (see Ether, butyl).
Phthalate, dms., c.l., dlvd...lb. .19 - —
l.c.l., dlvd....lb. .19½- —
tanks, dlvd....lb. .18 - —
cns., works....lb. .23½- .25¼
Sebacate, dms., works....lb. .50 - —
Tartrate, dom., dms....lb. .50 - —
Dicalcium phosphate (See Calcium phosphate dibasic).
Dichlorethyl ether, dms., c.l., works..lb. .15 - —
l.c.l., works....lb. .16 - —
tanks, works....lb. .14 - —
Dichloropentane, dms., c.l., works, lb. .0221- —
l.c.l....lb. .04 - —
tanks....lb. .025 - —
Diethanolamine, dms., c.l., works, lb. .23½- —
l.c.l., works....lb. .24½- —
tanks, works....lb. .22½- —
Diethylamine, dms., l.c.l., works, lb. .70 - —
Diethylcarbonate, coml., dms..lb. .25 - —
refd., 99%, dms....lb. .35 - —
Carbinol (see Carbinol).
Oxalate, dms., l.c.l., dlvd....lb. .27 - —
Phthalate, dms., c.l., frt. alld, lb. .19 - —
l.c.l....lb. .19½- —
tanks....lb. .18 - —
Sulphate, dms., c.l., works..lb. .13 - —
l.c.l., works....lb. .14 - —
tanks....lb. .12 - —
Diethylaniliin, dms....lb. .40 - —
Diethyleneglycol, dms., c.l., works, lb. .14½- —
l.c.l., works....lb. .15½- —
Monobutylether, dms., works.lb. .22½- .24½
Monoethylether, dms., c.l., works..lb. .14½- —
l.c.l., works....lb. .15½- —
tanks, works....lb. .13½- —
Digitalis leaves, dms....lb. .35 - .40
Diglycol, laurate, c.l....lb. .16 - —
Oleate, light, bbls., c.l....lb. .17 - —
Stearate, bbls., c.l....lb. .22 - —
Di-isobutyl ketone, dms., works.lb. .19 - —
Dillseed, recleand, bgs....lb. .11¼- .11¾
Dimethyl phthalate, dms., c.l., dlvd..lb. .18½- —
l.c.l., dlvd....lb. .19 - —
tanks, dlvd....lb. .17½- —
Dimethylaniliin, dms., c.l....lb. .23 - —
l.c.l., dms....lb. .24 - —
Dimethylamine, dms., c.l., dlvdlb. 1.00 - —
l.c.l., dlvd....lb. 1.05 - —
Dimethylethyl carbinol (see Carbinol).
Dinitrobenzene, bbls., 80° min..lb. .18 - —
Dinitrochlorobenzene, dms....lb. .14 - —
Dinitronaphthalene, kgs....lb. .35 - .38
Dinitrophenol, bbls....lb. .22 - —
Dinitrotoluene, dms....lb. .15½- —
oily, dms....lb. .09 - —
Diorthotoluolguanidin, dms., 2,000 lbs. or over, dlvd..lb. .44 - —
600-1,950 lbs., dlvd....lb. .46 - —
150-450 lbs., dlvd....lb. .47 - —
Dioxan, dms., c.l., frt. alld....lb. .20 - —
l.c.l., same basis....lb. .21 - —
tanks, same basis....lb. .19 - —
Dip oil (see Tar acid oil).
Dipentene, dms....gal. .47 - .50
tanks....gal. .41 - —
dest., dist., dms....gal. .45 - .48
tanks....gal. .38 - —
Diphenyl, bbls., c.l., works....lb. .15 - —
l.c.l., works....lb. .16 - .20
Oxide, perfume grade, cns....lb. .50 - .55
Diphenylamine, bbls....lb. .25 - —
Diphenylguanidin, dms., 2,000 lbs., or over, dlvd..lb. .35 - —
600-1,950 lbs., dlvd....lb. .36 - —
150-450 lbs., dlvd....lb. .37 - —
Diphenylmethane, bots....lb. 1.40 - 3.00
Dimethylethyl carbinol (see Carbinol).
Doggrass root, cut, N. F., bls..lb. .50 - .51
Dogwood bark, Jamaica, bls.lb.lb. .08 - .10
Dovers powder, USP, cns....lb. 2.75 - 2.80
Dragon's blood, mass, cs....lb. .65 - .85
reeds, cs....lb. 1.00 - 1.05

Dyes, coaltar (certified colors) for foods, drugs and cosmetics:—
Blue, FD&C blue, No. 1 cns..lb. 13.50 - —
FD&C blue, No. 2, cns....lb. 13.50 - —
FD&C green, No. 2, cns....lb. 17.50 - —
FD&C green, No. 3, cns....lb. 27.50 - —
Green, FD&C green, No. 1, cns, lb. 13.50 - —
Orange, FD&C orange, No. 1, cns..lb. 2.90 - —
FD&C orange, No. 2, cns..lb. 3.65 - —
Red, FD&C red, No. 1, cns..lb. 6.00 - —
FD&C red, No. 2, cns....lb. 3.15 - —
FD&C red, No. 3, cns....lb. 17.50 - —
FD&C red, No. 4, cns....lb. 5.75 - —
FD&C red, No. 32, cns....lb. 4.15 - —
Yellow, FD&C yellow, No. 1, cns..lb. 8.50 - —
FD&C yellow, No. 3, cns..lb. 2.65 - —
FD&C yellow, No. 4, cns..lb. 2.65 - —
FD&C yellow, No. 5, cns..lb. 3.15 - —
FD&C yellow, No. 6, cns..lb. 3.15 - —

Dyes, coaltar (certified colors), for drugs and cosmetics:—
Black, D&C black, No. 1....lb. 8.35 - —
Blue, D&C blue, No. 6....lb. 13.50 - —
Brown, D&C brown, No. 1, cns, lb. 12.35 - —
Green, D&C green, No. 5, cns, lb. 12.35 - —
D&C green, No. 6, cns....lb. 12.35 - —
Orange, D&C orange, No. 3, cns..lb. 8.35 - —
D&C orange, No. 4, cns....lb. 15.35 - —
D&C orange, No. 10, cns...lb. 15.85 - —
D&C orange, No. 11, cns...lb. 17.35 - —
Red, D&C red, No. 5....lb. 6.00 - —
D&C red, No. 17....lb. 8.35 - —
D&C red, No. 18....lb. 18.35 - —
D&C red, No. 19, cns....lb. 15.35 - —
D&C red, No. 22, cns....lb. 8.35 - —
D&C red, No. 33....lb. 13.35 - —
D&C red, No. 37, cns....lb. 12.35 - —
Yellow, D&C yellow, No. 7, cns, lb. 8.35 - —
D&C yellow, No. 3, cns....lb. 8.35 - —
D&C yellow, No. 11....lb. 10.35 - —

Dyes, coaltar (certified colors), for external use drugs and cosmetics:—
Blue, Ext.D&C blue, No. 1, cns, lb. 12.35 - —
Green, Ext.D&C green, No. 1, cns..lb. 12.35 - —
Red, Ext.D&C red, No. 1, cns..lb. 10.35 - —
Ext.D&C red, No. 3....lb. 21.85 - —
Ext.D&C red, No. 8....lb. 7.85 - —
Ext.D&C red, No. 10, cns..lb. 12.35 - —
Ext.D&C red, No. 13, cns..lb. 12.35 - —
Yellow, Ext.D&C yellow, No. 1, cns..lb. 8.35 - —

Dyes, coaltar, for general uses (numbers are those of Colour Index scale):—
36 Chrome yellow 2G....lb. .65 - .70
40 Chrome yellow R....lb. .50 - 1.00
53 Victoria violet....lb. .80 - 1.00
165 Lake red C....lb. .70 - .80
170 Fast red A....lb. .56 - .60
180 Fast red VR....lb. 1.50 - 1.60
189 Lake red R, paste....lb. .85 - .90
189 Lake red R, powd....lb. 3.00 - 3.10
Sulphur tan....lb. .30 - .50
202 Chrome blue black U..lb. .32 - .40
204 Chrome black A....lb. 1.75 - 2.00
208 Fast red blue R....lb. .75 - 2.00
216 Chrome red B....lb. 1.75 - 2.00
262 Cloth red 2B....lb. .60 - .80
289 Fast cyanin 5R....lb. .90 - 1.00
299 Chrome black F....lb. .60 - .65
307 Fast cyanin black B.lb. .80 - .85
326 Direct cast scarlet....lb. 2.00 - 2.25
304 Paper yellow....lb. .85 - .90
365 Chrysophenin G....lb. .58 - .70
394 Direct violet N....lb. 1.25 - 1.35
382 Direct scarlet B....lb. 1.50 - 1.75
387 Direct violet B....lb. 1.00 - 1.30
401 Developed black BHN, lb. .45 - .60
406 Direct blue 2B....lb. .25 - .30
415 Direct orange R....lb. .60 - .70
419 Direct fast red F....lb. .75 - .85
420 Direct brown M....lb. 1.00 - 1.10
448 Benzo purpurin 4B...lb. .40 - .42
495 Benzo purpurin 10B..lb. .40 - .50
502 Direct azurin G....lb. .75 - .80
512 Direct blue RD....lb. .80 - 1.00
518 Direct pure blue 6B..lb. 1.10 - 1.25
520 Direct pure blue....lb. .50 - 1.00
529 Direct fast black, FF.lb. .55 - 1.00
581 Direct black EW....lb. .25 - .50
582 Direct black RX....lb. .35 - .45
593 Direct green B....lb. .75 - .80
594 Direct green G....lb. 1.00 - 1.05
596 Direct brown 3GO....lb. .85 - 1.00
620 Direct yellow R....lb. 1.25 - 1.50
698 Acid violet....lb. 1.00 - 3.00
812 Primulin....lb. .50 - .52
814 Direct fast yellow....lb. 2.00 - 2.25
845 Nigrosin (water soluble), lb. .35 - .50
1177 Indigo, 20 p.c. paste..lb. .15 - .18
Benzo fast black L...lb. .90 - 1.00
Sulphur black....lb. .20 - .25
Sulphur blue....lb. .40 - 1.00
Sulphur brown....lb. .25 - .50
Sulphur maroon....lb. .40 - —
Sulphur olive....lb. .25 - .54
Sulphur yellow....lb. .30 - .50
Zambesi black....lb. .75 - .80

Dyes, coaltar, for stains, oil-soluble (prices in barrels of 100 lbs.; lots of 25 pounds to a barrel are 3c. per lb. higher; f.o.b. sellers' works or warehouse).
Black:—
865 Nigrosin derivatives..lb. .38 - .62
Blue:—
1075 Alizarin astrol base...lb. 15.00 - —
1078 Alizarin cyanin green base..lb. 6.00 - —
Browns:—
Brown....lb. 1.15 - —
Green:—
1078 Alizarin cyanin green.lb. 5.00 - —
Green....lb. .75 - —
Orange:—
24 Sudan I....lb. .75 - —
Orange, red shade....lb. .75 - —
Red:—
75 Sudan II....lb. 1.05 - —
258 Sudan IV....lb. .95 - —
749 Rhodamine B (oil pink), lb. 2.50 - —
1080 Anthraquinone violet base..lb. 6.00 - —
680 Oil violet....lb. .50 - —
Yellow:—
15 Amidoazobenzene yellow..lb. .90 - —
17 Amidoazotoluene yellow, lb. .75 - —
61 Yellow OB....lb. 1.40 - —

Spirit-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse).
Black:—
864 Nigrosin....lb. .38 - .44
Blue:—
860 Indulin....lb. .60 - .70
Brown:—
331 Bismarck brown....lb. 1.50 - —
Green:—
637 Malachite green base..lb. 2.00 - —
Orange:—
20 Chrysoldin G....lb. .95 - —
21 Chrysoldin R....lb. .95 - —
Red:—
677 Fuchsin, magenta base, lb. 7.25 - —
749 Rhodamine B....lb. 4.75 - —
Yellow:—
67 Amidoazotoluene yellow, lb. .75 - —
655 Auramine....lb. 2.00 - —
800 Chinolin yellow SS....lb. 2.00 - —
Violet:—
680 Methyl violet base....lb. .85 - —

Dyes, coaltar, water-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse).
Black:—
246 Naphthol blue black S.lb. .50 - —
873 Methylene gray....lb. 1.50 - —
Blue:—
714 Patent blue A....lb. 1.45 - —
729 Victoria blue B....lb. 2.00 - —
861 Indulin....lb. .87 - —
909 New blue R....lb. 1.30 - —
922 Methylene blue....lb. 1.00 - —
1054 Alizarin saphirol B....lb. 1.90 - —
1180 Indigotin IA....lb. .85 - —
Brown:—
234 Resorcin brown Y....lb. .65 - —
235 Resorcin dark brown R, lb. .66 - —
231 Bismarck brown G....lb. .40 - .52
332 Bismarck brown R....lb. .50 - .52
793 Phosphin....lb. 4.65 - —
Green:—
5 Naphthol green B....lb. 1.00 - —
657 Malachite green....lb. 1.35 - —
662 Brilliant green....lb. 2.00 - —
666 Guinea green B....lb. 1.15 - —
737 Wool green S....lb. .58 - —
924 Methylene green B....lb. 1.55 - —
1078 Alizarin cyanin green, lb. 2.35 - —
Orange:—
10 Chrysoldin G....lb. .40 - —
21 Chrysoldin R....lb. .37 - —
27 Orange G....lb. .50 - —
151 Orange Y....lb. .30 - —
161 Orange R....lb. .34 - —
31 Amidonaphthol red G..lb. .42 - —
37 Amidonaphthol red 6B, lb. .68 - —
79 Popceau R....lb. .48 - —
88 Fast red B....lb. 1.05 - —
176 Fast red A....lb. .54 - —
179 Azorubin....lb. .60 - .62
183 Crocein scarlet 3BX...lb. .72 - .75
185 Cochineal red A....lb. .60 - —
252 Brilliant crosein M....lb. .68 - —
677 Fuchsin....lb. 2.10 - —
749 Rhodamine B....lb. 3.50 - —
752 Rhodamine 6G....lb. 4.50 - —
768 Eosin G....lb. 1.50 - —
841 Safranin....lb. 1.45 - —
Violet:—
680 Methyl violet B....lb. .75 - —
681 Crystal violet C....lb. 1.75 - —
695 Acid violet 4BN....lb. .88 - —

Dyes, coaltar, water-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse).
Yellow:—
10 Naphthol yellow S....lb. .88 - —
138 Metanil yellow....lb. .53 - —
636 Fast light yellow....lb. 1.25 - —
639 Xylene light yellow...lb. 1.15 - —
640 Tartarzin....lb. .80 - —
655 Auramine....lb. 1.27 - —
Dyes, natural (see name of article).

E

Echinacea root, bls....lb. .18 - .19
Egg albumen (see Albumen).
yolk, dom., bbls....lb. .58 - .60
imported....lb. .51 - .55
Elder flowers, bright, bls....lb. .50 - .55
Elecampane root, bls....lb. .10 - .11
Elm bark, grinding, bls....lb. .11 - .12
powd., bbls., bxs....lb. .19 - .20
select, bndls....lb. .19 - .21
Emetine hydrochloride, bots...oz. 24.00 - 28.00
Ephedra, bls....lb. .12 - .13
Ephedrine, tins, 1,000 ozs....oz. .85 - —
tins, 100 ozs....oz. .95 - —
Hydrochloride, tins, 1,000-oz lots..oz. .65 - —
tins, 100-oz. lots....oz. .75 - —
Sulphate, cryst., tins, 1,000-oz. lots..oz. .65 - —
tins, 100-oz. lots....oz. .75 - —
Epsom salt, tech., bgs....100 lbs. 1.80 - —
bbls....100 lbs. 1.90 - —
USP, cryst., dom., bgs., c.l., 100 lbs. 2.00 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.25 - —
smaller lots....100 lbs. 2.50 - —
bbls., c.l....100 lbs. 2.10 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.35 - —
smaller lots....100 lbs. 2.60 - —
kgs., c.l....100 lbs. 2.35 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.60 - —
smaller lots....100 lbs. 2.85 - —
dried, dom., bgs., l.c.l....lb. .08 - .09
Ergot, USP, cns., dms....lb. 1.65 - 1.70
Eserine, bots....oz. 42.00 - —
Salicylate, bots....oz. 36.00 - —
Sulphate, bots....oz. 36.00 - —
Ether, acetic (see Ethyl acetate).
Butyl, l.c.l., dlvd....lb. .25 - —
Ethyl (see Ether, sulphuric).
Nitrous, conc., bots., 100 lbs., lb. .68 - —
Sulphuric, conc., dms., 120 lbs., lb. .09 - —
cns., 27 lbs....lb. .14 - —
synth., dms., c.l., works....lb. .08 - —
l.c.l., works....lb. .09 - —
USP, anesthesia, dms., 27 lbs., lb. .26 - —
USP, 1880, dms....lb. .39 - .40
washed, dms....lb. .37 - .38
Ethyl acetate, 85-90%, dms., c.l., frt. alld..lb. .07 - —
l.c.l., frt. alld....lb. .07½- —
tanks, frt. alld....lb. .06 - —
95-98%, dms., c.l., frt. alld..lb. .07½- —
l.c.l., frt. alld....lb. .07¾- —
tanks, frt. alld....lb. .06¾- —
N.F., 460-lb. dms....lb. .09½- —
cns., 35 lbs....lb. .14 - —
Acetoacetate, dms., c.l., wks.lb. .27½- —
l.c.l., dms., works....lb. .28 - —
Bromide, tech., dms....lb. .50 - .55
Caproate, cns....lb. 1.00 - —
Chloride, dms....lb. .18 - .20
Cinnamate, cns....lb. 3.20 - 4.00
Crotonate, 55-gal. dms., dlvd., lb. .35 - —
1-gal. cns....lb. 1.00 - —
5 and 10-gal. dms., dlvd...lb. .75 - —
Formate, cns., dms....lb. .25 - .26
Iodide, bots....lb. 3.50 - 3.60
Lactate, 55-gal. dms., works.lb. .33½- —
5-gal. dms., works....lb. .37½- .39½
Oxalate, dms., frt. alld....lb. .25 - —
Silicate, l.c.l., dms., works..lb. .77 - —
Vanillin, 25-lb. lots, cns....lb. 6.00 - —
5-lb. lots, cns....lb. 6.05 - —
1-lb. lots, cns....lb. 6.15 - —
Ethylcellulose, contracts, bgs., c.l., frt. alld..lb. .45 - —
500 lbs. or more, frt. alld., lb. .47 - —
500 lbs. or more, frt. alld.lb. .48 - —
100 to 499 lbs., frt. alld..lb. .50 - —
smaller lots, works....lb. .55 - —
Ethylene, dichloride, dms., c.l., works, E. of Rockies, frt. alld..lb. .0595- —
West of Rockies, same basis..lb. .0644- —
l.c.l., works, E. of Rockies, frt. alld..lb. .0694- —
West of Rockies, same basis..lb. .0743- —
Ethyleneglycol, dms., c.l....lb. .14½- —
l.c.l....lb. .15½- .16½
tanks....lb. .13½- —
Monobutylether, dms., c.l., works, lb. .16½- —
l.c.l., works....lb. .17½- .20½
tanks, works....lb. .15½- —
Monoethylether, dms., c.l., works..lb. .14½- —
l.c.l., works....lb. .15½- .18½
tanks, works....lb. .13¾- —
Monoethylether, acetate, dms., c.l., works..lb. .11¾- —
l.c.l., dms....lb. .12½- .15½
tanks, works....lb. .10¼- —
Monomethylether, dms., c.l., works..lb. .15½- —
l.c.l., works....lb. .16½- —
tanks, works....lb. .14¼- —
Ethylidinaniliin, dms....lb. .45 - .47½
Eucalyptol, cns., dms....lb. .78 - .80
Eucalyptus leaves, bls....lb. .11 - .12
Eugenol, cns., dms....lb. 1.75 - 2.00
Euphorbia, bls....lb. .08 - .09

F

Feldspar, enamel, 100 mesh, bulk, works..ton. 14.00 - 17.50
l.c.l., minimum 2 tons..ton. 17.00 - 20.50
glass, 20 mesh, bulk, works.ton. 9.75 - 13.25
l.c.l., minimum 2 tons..ton. 12.75 - 16.25
pottery, bulk, Me., works...ton. 17.00 - 19.00
N. C., works....ton. 17.00 - 19.00
l.c.l., minimum 2 tons.ton. 20.00 - 22.00
Fennel seed, Indian, bgs....lb. .13¼- .14
French, bgs....lb. .35 Nom.
German, large, bgs....lb. .33 Nom.
Roumanian, bgs....lb. .14 - .14½
Fenugreek seed, bgs....lb. .04¼- .04¼
Ferric, sulphate, anhyd., c.l., works..ton. 35.00 - —
l.c.l....ton. 40.00 - —

Film scrap, colors, dark, cs., 1,000 lbs. or over, works..lb. .13 - —
smaller lots, works...lb. .14 - —
light, cs., 1,000 lbs. or over, works..lb. .14 - —
smaller lots, works....lb. .15 - —
water white, cs., 1,000 lbs. or over, works..lb. .15 - —
smaller lots, works....lb. .16 - —
Fir balsam, Canada, cns.....gal.15.00 -13.50
Oregon, bbls.....gal. 1.10 - 1.15
Fish berries, bgs.....lb. .15 - .17
Fish scrap, menhaden, dried, 11-12% ammon., 15% bone phos., bulk, Chesapeake factories, contracts, futures...unit-ton. 3.15 & .10
bgs., f.o.b. Balto....ton.50.00 - —
6-7% ammon., 8% phosphor. acid, bulk, So. Atlantic factories, contracts....unit-ton. 2.50 & .50
sardine, meal, Japanese, 11½% ammon., bgs., c.i.f. ports, Oct. shipt..ton.51.00 Nom.
spot..ton.51.00 Nom.
Flake white, dom., bbls.....lb. .08¾- —
kegs .....lb. .10¾- —
Fleassed, French, black, bgs...lb .45 - .46
Indian, blonde, bgs.....lb. .09 - .10
Fluorspar, dom., No. 1 ground, bulk, 95-98%, f.o.b. mines, net ton.32.60 - —
washed gravel, 85.5 f.o.b. Ky. and Ill.-Ky. mines.net ton.18.50 -19.00
No. 2, lump, 85.5 f.o.b. Ky. and Ill. mines..net ton.18.50 - 19.00
imported, 85.5, duty paid, short ton. No prices

Formaldehyde, bbls., c.l., works. lb. .0550- —
l.c.l., works.....lb. .06 - —
dms., c.l., works.....lb. .0515- —
l.c.l., works.....lb. .0565- —
tanks, works.....lb. .04 - —
Fringetree bark, bls.....lb. .14 - .15
Fuller's earth, dom., bgs., c.l., f.o.b. Fla., Ga. mines...ton.15.00 - —
import, bgs., c.l., ex dock.ton. No prices
l.c.l., ex whse.....ton. No prices
Furfural, ref., dms., c.l., works, lb. .15 - —
l.c.l., works.....lb. .17½- .25
tech., dms., contracts, 150,000 lbs..lb. .10 - —
c.l., works.....lb. .12½- —
l.c.l., works.....lb. .15 - .20
tanks, works.....lb. .09 - —
Fusel oil, refd., dms. incl., dlvd., lb. .16 - .17½
Fustic extract, cryst., bbls.....lb. .24 - .25
liquid, bbls.....lb. .10½- .14
solid, dms.....lb. .19 - .21

G

G salt, bbls.....lb. .45 - —
Galangal root, bls.....lb. .11 - .12
Gambier, common, cases.....lb. .06 - .06½
plantation, cases.....lb. .10 - .10½
Cubes, Singapore, cases....lb. .08¼- .08¾
extract, bbls.....lb. .09½- .12
Gasoline, at refinery:—
Bayonne, US motor, below 65 octane, tanks..gal. .06- .06½
65 octane and above, tanks, gal.. .06¾- .07⅛

Gasoline, at refinery, California, 54-58, tanks..gal. .05 - .06½
Gulf Coast, U. S. Motor, bulk, gal. .05⅛- —
60-62, 390 e.p., bulk, export, gal. .05¼- —
63-67, 375 e.p., bulk, export, gal. .05½- —
70-72, 400 e.p., bulk, export, gal. .06 - —
Louisiana-Arkansas, US motor, 62 octane, tanks..gal. .04¼- .04⅜
63-66 octane, tanks....gal. .04¼- .04½
67-69 octane, tanks....gal. .04½- .04⅝
72-74 octane, tanks....gal. .04⅝- .05
Oklahoma-Texas, Us motor, 62 octane and below, tanks..gal. .03½- .04
third grade, tanks.....gal. .03½- .04
63-66 octane, tanks...gal. .03⅝- .04½
67-69 octane, tanks....gal. .03⅝- .04
70-72 octane, tanks....gal. .04¼- .04½
natural, 18-55, tanks.....gal. .02 - .02½
26-70, tanks.....gal. .01⅜- .02
Gelatine, silver, cs.....lb. .42 - .43
Geisemium root, bls.....lb. .14 - .15
Gentian root, bls.....lb. .18 - .20
grd., bbls., bxs.....lb. .23 - .25
powd., bbls., bxs.....lb. .24 - .26
Geraniol, cns., dms.....lb. .60 - 3.00
Ginger, African, No. 1, bags...lb. .06¾- .06⅞
Cochin, lemon, bgs.....lb. .10 - .10½
Jamaica, bold, bgs.....lb. .10 - .10½
medium, bgs.....lb. .09 - .09½
grinding, bright, bgs.....lb. .08 - .08½
Japanese, bgs.....lb. No stocks
Ginseng root, wild Southern, cs., lb.12.00 -13.00

No. 1070 C. P. CHROME YELLOW LIGHT

Where high initial gloss is needed in enamels, formulators are choosing No. 1070 C.P. Chrome Yellow Light.

This outstanding chemical color is an example of the high quality of the complete line of RCI chemical pigment colors. It has excellent strength and lightfastness, low oil absorption and is particularly well adapted to use in enamel formulations embodying urea-formaldehyde resins.

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Chemical Color Division
General Offices: DETROIT, MICH.
Factory: BROOKLYN, N. Y.

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REICHHOLD Chemical Colors

Filmscrap—Green Chrome

Glauber's salt, anhyd. (see Soda Sulphate).
cryst., dom., bgs., bbls., c.l., works..100 lbs. .95 - 1.15
5 tons or over, works.... 100 lbs. 1.05 - 1.35
less than 5 tons, woks. 100 lbs. 1.15 - 1.35
import, bgs.....100 lbs. No prices
Glue, bone, calcimine type, 24 millipoise, 36 jelly-grams, bgs., c.l., dlvd..lb. .13½- —
l.c.l., dlvd.....lb. .14 - —
36/88, bgs., c.l., dlvd....lb. .13 - —
l.c.l., dlvd.....lb. .13½- —
88/82, bgs., c.l., dlvd....lb. .14½- —
l.c.l., dlvd.....lb. .15 - —
82/108 millipoise, bgs., c.l., dlvd..lb. .15 - —
l.c.l., dlvd.....lb. .15½- —
88 millipoise, 135 jellygrams, bgs., c.l., dlvd., East, Middlewest..lb. .18 - —
l.c.l., same basis.....lb. .15½- —
60/164, bgs., c.l., same basis, lb. .16½- —
l.c.l., same basis.....lb. .17 - —
l.c.l., same basis.....lb. .18 - —
hide caicimine type, 75/222, bgs., c.l., same basis..lb. .18½- —
l.c.l., same basis.....lb. .19½- —
88/251, bgs., c.l., same basis, lb. .19½- —
l.c.l., same basis.....lb. .20¼- —
92/283, bgs., c.l., same basis, lb. .20½- —
l.c.l., same basis.....lb. .21½- —
102/315, bgs., c.l., same basis..lb. .21 - —
l.c.l., same basis.....lb. .22 - —
113/347, bgs., c.l., same basis..lb. .22 - —
126/379, bgs., c.l., same basis, lb. .23 - —
l.c.l., same basis.....lb. .24 - —
Glue prices for barrel packing, ½c. lb higher; grinding charge, 20-40 mesh, ½c. lb.; 60 mesh, 1c. lb.
Glycerin, CP, cns., l.c.l.....lb. .14¼- .15
dms. c.l., dlvd.....lb. .12¾- —
l.c.l., dlvd.....lb. .13 - —
tanks, dlvd.....lb. .12¼- —
dynamite, dms.....lb. Nominal
high gravity, dms., c.l., dlvd.lb. .12 - —
l.c.l., dlvd.....lb. .12¼- —
tanks, dlvd.....lb. .11¾- —
saponification, basis 88%, for industrial users, special colors, dms., returnable, c.l., dlvd.lb. .09½- —
l.c.l., same basis....lb. .10½- —
tanks .....lb. .08½- —
for refiners, dms., returnable, tanks, dlvd..lb. .08¼- .08¾
soapiye, basis 80%, dms., tanks, returnable, dlvd..lb. .07¼- .07⅝
Glycine, medicinal, bbls., tins..lb. 1.70 - 2.00
Glycol boriborate, dms.....lb. .22 - —
Phthalate, dms.....lb. .38 - —
Stearate, dms.....lb. .26 - —
Gold, U.S. purchase price.....oz.35.00 - —
Chloride, acid brown, bots...oz.20.75 -21.00
yellow, bots.....oz.18.75 -19.00
Gold-soda chloride, photo., bots. oz.13.00 - —
USP IX, bots.....oz.14.50 -14.75
Gold of pleasure, seed, bgs....lb. .15 - .15½
Goldenseal, root, bls.....lb. 2.75 - 2.85
powd., bxs.....lb. 3.05 - 3.15
Grains of paradise, bgs.....lb. .48 - .49
Graphite, flake (cryst.), 90%, 325 mesh, 50% graphitic carbon., bgs., c.l., works..lb. .06 - —
bbls., c.l., works.....lb. .06¼- —
l.c.l., works.....lb. .06½- —
amorph., powd., 90%, 325 mesh, 65% graphitic carbon, bgs., c.l., works..lb. .02½- —
bbls., c.l., works....lb. .02⅝- —
l.c.l., works.....lb. .03¼- —
50% graphitic, carbon, bgs., c.l., works..lb. .03½- —
bbls., c.l., works.....lb. .03¾- —
l.c.l., works.....lb. .04¼- —
Grease, house, loose.....lb. .03¾ Nom.
white .....lb. .03¾ Nom.
yellow .....lb. .03¾ Nom.
Wool (see Adeps lanae and Degras).
Green, chrome, CP, dark, light, medium, blue content up to 5% bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. .21 - —
6-10%, bbls., same basis.lb. .22 - —
11-15%, bbls., same basis.lb. .23 - —
16-20%, bbls., same basis.lb. .23½- —
21-25%, bbls., same basis.lb. .24 - —
26-30%, bbls., same basis.lb. .24½- —
31-35%, bbls., same basis.lb. .25½- —
36-40%, bbls., same basis.lb. .27 - —
41-45%, bbls., same basis.lb. .28½- —
46-50%, bbls., same basis.lb. .30 - —
Green, chrome, prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Texas (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph, ½c. higher dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
reduced, CP, color content up to 5%, same basis..lb. .06 - —
9-10%, bbls., same basis, lb. .06¾- —
11-13%, bbls., same basis, lb. .07¼- —
14-16%, bbls., same basis, lb. .07½- —
17-19%, bbls., same basis, lb. .07¾- —
20-21%, bbls., same basis, lb. .08 - —
22-23%, bbls., same basis, lb. .08¼- —
24-25%, bbls., same basis, lb. .08½- —
26-27%, bbls., same basis, lb. .08¾- —
28-29%, bbls., same basis, lb. .09¼- —
30-31%, bbls., same basis, lb. .10 - —
32-33%, bbls., same basis, lb. .11¼- —
34-35%, bbls., same basis, lb. .12¼- —
36-40%, bbls., same basis, lb. .14¼- —
41-45%, bbls., same basis, lb. .16¼- —
46-50%, bbls., same basis, lb. .16¾- —
51-55%, bbls., same basis, lb. .17¼- —
56-60%, bbls., same basis, lb. .17¾- —
61-65%, bbls., same basis, lb. .18¼- —
66-70%, bbls., same basis, lb. .19¼- —
71-75%, bbls., same basis, lb. .20¼- —

Green Oxide—Gypsum

Green, oxide, dom., pure, bbls.lb. .25 - —
ceramic, light shades, bbls., c.l., works..lb. .25 - —
l.c.l., works.....lb. .30 - —
standard grade, bbls., works..lb. .21 - .22
Tetrahydroxide, bbls.....lb. .55 - —
Paris (see P).
Tungstated, brilliant, kgs....lb. 3.50 - —
emerald, kgs.....lb. 2.35 - —
Verdigris (see V).
Green dyes are listed under Dyes.
Grindelia robusta, bls.....lb. .09 - .10
Guaiac resin, cs.....lb. .30 - .35
strained, cs.....lb. .80 - .85
Wood, bls.....lb. .04 - .05
Guaiacol, liq., dms.....lb. 1.65 - 1.67
Carbonate, fib. dms., 25 lbs...lb. 2.40 - 2.74
Guarana powd., cs.....lb. 1.20 - 1.25
Gum, aloe (see A).
Ammoniac, tears, cs.....lb. .85 - .90
Arabic, amber, sorts, cleaned, bgs..lb. .14 - .15
white, sorts, 1, bgs.....lb. .35 - .36
powd., bbls.....lb. .18 - .20
Asafetida (see A).
Asphaltum (see A).
Benzoin, Siam, cs.....lb. 2.00 - 3.00
Sumatra, cs.....lb. .21 - .22
Camphor (see C).
Chicle, prime, 33% moisture, bgs., ton lots..lb. No prices
Gum, copal, Congo, 1, water white, transparent, bgs., c.l., ex dock or ex whse., N. Y. or San Fran..lb. .49½- —
Gums, copal, dammar, elemi, kauri, mastic sandarac, and yacca gums prices o 30,000 lbs. min. supply to assorted le of gums as well as raw grading; l.c.l. prices are ¼c. higher for 10 bgs o over; ¼c. higher for 1-9 bags
Copal, Congo, 2, water white, bgs., l.c.l., same basis..lb. 29½- —
3, selected pale straw bold, bgs., l.c.l., same basis..lb. 24½- —
4, pale bold straw, bgs., c.l., same basis..lb. .24 - —
5, pale straw bold, bgs., c.l., same basis..lb. 22½- —
6, pale amber bold, bgs., c.l., same basis..lb 21½- —
7, pale straw bold, bgs., c.l., same basis..lb. .17 - —
8, light amber bold, bgs., c.l., same basis..lb. .17 - —
9 medium light amber bold, bgs., c.l., same basis lb .18¾- —
10, rescraped hard amber, bold, bgs., c.l., same basis..lb. .13½- —
11, hard dark amber bold, bgs., c.l., same basis..lb. .12½- —
12, selected bold sorts, bgs., c.l., same basis..lb. .11½- —
13, dark sorts bold, bgs., c.l., same basis..lb. .00¼- —
14, selected, fully scraped, ivory, bgs., c.l., same basis..lb. .23½- —
15, ordinary ivory sorts, bgs., c.l., same basis..lb. .10½- —
16, inferior ivory sorts, bgs., c.l., same basis..lb. .09½- —
17, pale, fingers, bgs., c.l., same basis..lb. .18½- —
18, pale straw nubs, bgs., c.l., same basis..lb. .19¼- —
19, pale straw nubs, bgs., c.l., same basis..lb. .18½- —
20, hard dark amber nubs, bgs., c.l., same basis..lb. .13¼- —
21, ordinary selected nubs, c.l., same basis..lb. .12½- —
22, small mixed nubs, bgs., c.l., same basis..lb. .10¼- —
23, dark mixed nubs, bgs., c.l., same basis..lb. .11½- —
24, No. 1, ivory nubs, bgs., c.l., same basis..lb. .17½- —
25, No. 2, natural ivory nubs, bgs., c.l., same basis..lb. .09½- —
26, pale small nubs, c.l., same basis..lb. .10½- —
27, pale small nubs, bgs., c.l., same basis..lb. .10¼- —
28, pale dust, bgs., c.l., same basis..lb. .06½- —
Batu, bold, scraped, bgs., c.l., same basis..lb. .06½- —
unscraped bgs., c.l., same basis..lb. .06 - —
chips, bgs., c.l., same basis..lb. .05¼- —
dust, bgs., c.l., same basis, lb. .05¼- —
nubs and chips, bgs., c.l., same basis..lb. .05¼- —
black, bold, scraped, bgs., c.l., same basis..lb. .08½- —
unscraped, bgs., c.l., same basis..lb. .05½- —
nubs and chips, bgs., c.l., same basis..lb. .06½- —
Hiroe, Macassar, pale bold, bgs., c.l., same basis..lb. .12½- —
chips, bgs., c.l., same basis, lb. .06½- —
dust, bgs., c.l., same basis. lb. .05¼- —
nubs, bgs., c.l., same basis..lb. .10½- —
Singapore, Rasak, bold, bgs., c.l., same basis..lb. .15½- —
chips, bgs., c.l., same basis, lb. .08½- —
dust, bgs., c.l., same basis, lb. .05¼- —
nubs, bgs., c.l., same basis, lb. .11 - —
Manila, Boeas, amber and dark, bskts., c.l., same basis..lb. .13½- —
light, bskts., c.l., same basis..lb. .15½- —
Loba A, bskts., c.l., same basis..lb. .11¼- —
B, bskts., c.l., same basis. lb. .11¼- —
C, bskts., c.l., same basis, lb. .11¼- —
CNE, bskts., c.l., same basis..lb. .08½- —
D, bskts., c.l., same basis. lb. .12½- —
DK, bskts., c.l., same basis. lb. .08 - —
dust, bskts., c.l., same basis..lb. .06 - —
Sambas and white split chips, bskts., c.l., same basis, lb. .15½- —
Singapore, dust, bskts., c.l., same basis..lb. .06 - —
spirit-soluble, CBB, bskts., basis..lb. .10½- —
DBB, bskts., c.l., same basis. lb. .10 - —
MA, bskts., c.l., same basis, lb. .07½- —
MB, bskts., c.l., same basis. lb. .07¼- —
WS, bskts., c.l., same basis..lb. .10 - —
A/D, cs., c.l., same basis.lb. .13½- —

Gum, copal, Philippine, Manila, amber sorts, bskts, c.l., same basis..lb. .08 - —
chips pale, bskts., c.l., same basis..lb. .11¾- —
pale, small, bskts., c.l., same basis..lb. .09 - —
extra pale sorts, bskts., c.l., same basis..lb. .10½- —
nubs, bskts., c.l., same basis..lb. .13½- —
pale, scraped, bskts., c.l., same basis..lb. .14¾- —
seeds and dust, bskts., c.l., same basis..lb. .08¾- —
Pontianak, bold, genuine, bgs., same basis..lb. .15¾- —
mixed, bgs., c.l., same basis. lb. .14¾- —
split, bgs., c.l., same basis. lb. .13¾- —
chips, bgs., c.l., same basis.lb. .10 - —
nubs, bgs., c.l., same basis. lb. .12¾- —
Dammar, Batavia, A, cs., c.l., same basis as copal..lb. .21½- —
A/C, cs., c.l., same basis.lb. .15¼- —
A/E, cs., c.l., same basis.lb. .12½- —
B, cs., c.l., same basis...lb. .20¼- —
C, cs., c.l., same basis...lb. .14½- —
D, cs., c.l., same basis...lb. .13¼- —
dust, cs., c.l., same basis.lb. .07½- —
E, cs., c.l., same basis...lb. .10 - —
F, cs., c.l., same basis...lb. .08 - —
Singapore, 1, cs., c.l., same basis..lb. .16¾- —
2, cs., c.l., same basis....lb. .12¼- —
3, cs., c.l., same basis.....lb. .07½- —
chips, cs., c.l., same basis.lb. .11 - —
dust, cs., c.l., same basis.lb. .07½- —
seeds, cs., c.l., same basis.lb. .09¾- —

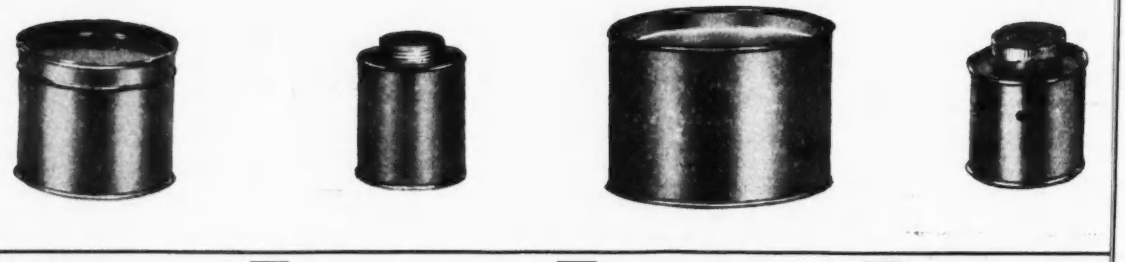
Gum, elemi, cns., c.l., same basis as copal..lb. .08½- —
Ester, dms., dlvd., New England, N. J., eastern N. Y. and Pa., Del. and Md. 75,000 lbs., contrs. or single shipt., 10,000 lbs. .....lb. .06¼- .06¾
less than 10,000 lbs., same basis..lb. .06½- .07
dlvd., Western N.Y. and Pa., Ohio, Mich., Ind., Ill., Wis., Minn., Iowa, Mo., Ky., Va., W. Va., and N. C., 75,000 lbs., contrs. or straight c.l. lb. .06¾- .07
dlvd. elsewhere, 75,000 lbs., contrs. or straight c.l.....lb. .07 - .07½
l.c.l. same basis.....lb. .07¼- .07¾
Euphorbium, cs.....lb. .50 - .55
Galbanum, cs.....lb. 1.50 - 1.60
Gamboge, pipe, cs.....lb. .75 - .80
powd., bbls.....lb. .80 - .85
Ghatti, soluble, bgs.....lb. .11 - .15
superior, bgs.....lb. .09 - .11
Guaiac (see Guaiac resin).
Karaya, bbls., bxs., dms.....lb. .14 - .33
Kauri, brown, XXX, cs., c.l.lb. .60 - —
BX, cs., c.l., same basis..lb. .38 - —
B1, cs., c.l., same basis..lb. .28 - —
B2, cs., c.l., same basis..lb. .24 - —
B3, cs., c.l., same basis..lb. .18½- —
80%, chips, cs., c.l., same basis..lb. .12½- —
pale, XXX, cs., same basis.lb. .61 - —
1, cs., c.l., same basis...lb. .41 - —
2, cs., c.l., same basis...lb. .24 - —
3, cs., c.l., same basis...lb. .17¾- —
Kino, tins.....lb. 4.00 - 4.50
Locust bean, powd., bbls.....lb. Nominal
Mastic, cs., c.l., same basis as copal..lb. 1.50 - 2.00

Gum, myrrh, USP, cs.....lb. .55 - .60
Olibanum, siftings, cs.....lb. .09 - .10
tears, cs.....lb. .20 - .35
Opium (see O).
Rosin (see R).
Sandarac, cks., c.l., same basis as copal..lb. .45 - .50
Scammony, cs.....lb. 1.10 - 1.15
Talha, bgs.....lb. .14 Nom.
Thus, bbls.....280 lbs.15.00 -15.25
Tragacanth, Alleppo, 1 cs....lb. 3.50 - 3.75
2 cs.....lb. 3.35 - 3.60
3 cs.....lb. 2.90 - 3.10
Yacca, bgs.....lb. .03½- .04
Gypsum, Keene's cement, paper bgs., c.l., f.o.b. Acme, Tex., frt. equald..ton.22.45 - —
Medicine Lodge, Kans., frt. equald..ton.17.00 - —
Harlem River, N. Y., frt. equald..ton.13.00 - —
New Brighton, N. Y., frt. equald..ton.27.65 - —
Southard, Oklahoma, frt. equald..ton.17.00 - —
Sweetwater, Texas, frt. equald..ton.21.45 - —
plaster of Paris, paper bgs., c.l., f.o.b. Blue Rapids, Kans., frt.equald..ton.12.50 - —
Acme, Tex., frt. equald.ton.12.50 - —
Medicine Lodge, Kans., frt. equald..ton.12.50 - —
New Brighton, N. Y., frt. equald..ton.13.00 - —
Southard, Oklahoma, frt. equald..ton.12.50 - —
Sweetwater, Texas, frt. equald..ton.12.50 - —

A CHECK LIST FOR P

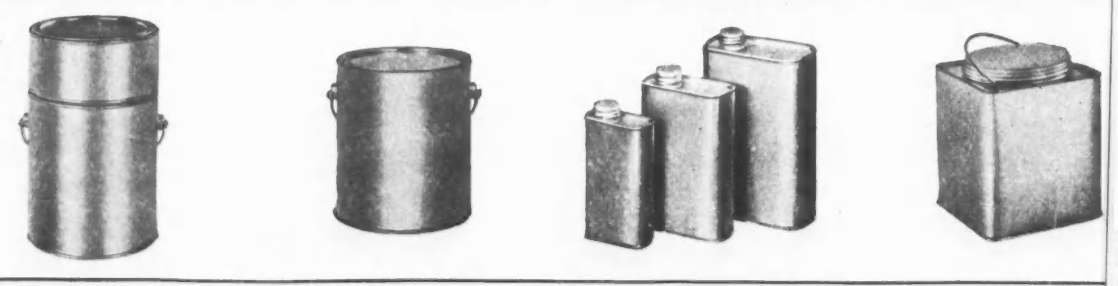
ALMOST everyone knows about the superior quality of Continental containers for paint, shellac, lacquer, varnish, and allied products. But, there's a possibility that you don't know about the *varied* line of containers which Continental makes for every need and purpose of the industry. It would indeed be surprising if you did know all about these containers, because there are *so many* items of every style, size, and description—all offering the utmost in quality, protection, and economy.

TO HELP acquaint you with our varied line, we present below and at the right a description of some of the cans which Continental supplies to hundreds of manufacturers. Let this list serve as your catalog when considering your requirements. Just tear out these pages for your ready reference file.



☐ Full opening friction plug can —1 lb. up to 25 lb. sizes.
☐ "Touch up" enamel can with or without brush in cap—standard sizes up to 1 qt.
☐ Single friction top can for variety of uses—all sizes.
☐ Popular general purpose with or without brush in ca all trade sizes.

☐ Flat tripletite can for waxes, etc.—sizes for all capacities.
☐ Slip cover can for putty, etc. —sizes for all capacities.
☐ Full friction pail, straight sided, bail handle—10 lb. and 25 lb.
☐ Oblong slip cover can for v ety of uses—all standard si



☐ Double compartment pail for powdered paints and enamels, bail handle—½ gal.—1 gal.
☐ Tripletite paint and enamel can —¼ pt. to 2 gal. sizes.
☐ For general use—oblong sanitary style—4 oz. to 1 gal. sizes.
☐ Square screw top paint enamel can with inner fric plug—qt., ½ gal., gal. si

Gypsum, stucco, paper bags, c.l., f.o.b. Acme, Tex.; Akron, N.Y.; Blue Rapids, Kan.; Clarence Center, N. Y.; Fort Dodge, Ia.; Grand Rapids, Mich.; Gypsum, O.; Harlem River, N. Y.; National City, Mich.; New Brighton, N. Y.; Plasterco, Va.; Portsmouth, N. H.; Roton, Tex.; Saltville, Va.; Southerd, Okla.; Sweetwater, Tex., frt. equald., ton. 8.00 - —
terra alba, dom., paper bgs., c.l., f.o.b. New Brighton, N. Y.; Southard, Okla., frt. equald..ton.12.00 - —
import, bgs., ex dock.....ton.28.00 Nom.

H

Hawthorn berries, bgs.....lb. .26 - .28
Heliotropin, cryst., cns.....lb. 3.00 - 3.20
Hellebore root, white, powd., bbls., lb. .18 - .19
Helonias root, bls.....lb. .55 - .60
Hematine crystals, bbls.....lb. .20 - .30
Hemlock bark extract, 25%, tan, c.l., bbls., works..lb. .03½- —
l.c.l., bbls., works.....lb. .03¾- —
tanks, works.....lb. .02¾- —
Hempseed, Manchur, bgs.....lb. .06½- .07¼
Henbane leaves, bls.....lb. 1.45 Nom.
Henna leaves, bls.....lb. .14 - .15
powd., bbls., bxs.....lb. .20 - .21
Heptane, mixed, 77-115°C., dms., c.l., Group 3..gal. .11 - —
l.c.l., Group 3.....gal. .16 - —
tanks, Group 3.....gal. .08½- —
normal, 86-100°, dms., c.l., Group 5..gal. .11½- —
l.c.l., group 3.....gal. .17 - —
tanks, Group 3.....gal. .09½- —
Hexaldehyde, normal, dms., l.c.l., works..lb. 1.10 - —
Hexalin (see Cyclohexanol).
Hexamethylenetetramine, tech., dms., 1,500 lbs. or more, shipments, f.o.b. Perth Amboy or N. Y. C..lb. .32 - —
150 to 1,350 lbs., shipments, same basis..lb. .33 - —
USP, dms., 500 lbs. or more, shipments, same basis..lb. .38 - —
fib. ctns., same basis.....lb. .40 - —
Hexane, normal, 60-70°C., dms., c.l., Group 3..gal. .12½- —
l.c.l., Group 3.....gal. .17 - —
tanks, Group 3.....gal. .10½- —
laboratory grade, dms., c.l., Groups 3..gal. .14 - —
l.c.l., Group 3.....gal. .25 - —
Hexanol, dms., l.c.l., works...lb. .35 - —
Homatropine hydrobromide, bots., 25 ozs..oz.13.00 -13.25
Hoofmeal, 17-18% ammon., bulk, f.o.b. Chicago..unit. 2.00 - 2.50
Hops, N. F., bls.....lb. .20 - .21
Horehound, bls.....lb. .12 - .13
Hydrangea root, bls.....lb. .08 - .09
Hydrastine, bots., 4 ozs.....oz.20.00 - —
Hydrochloride, bots., 4 ozs..oz.20.00 - —
Sulphate, bots., 4 ozs.....oz.21.75 - —
Hydrastinine, 15 grs., bots...bot. 1.95 - —
Hydrastis (see Golden seal).
Hydrofuramide, dms., 100 lbs. or more, works..lb. .30 - —
fib. ctns., works.....lb. .40 - —
Hydrogen peroxide, USP, bbls.lb. .03¾- .04
100 vols., cbys., E. of Miss. River; West coast via Panama canal..lb. .16 - .18½
Hydroquinone, dealers, bbls., dms., dms..lb. .90 - .94
Hydroxycitronellal, cns.....lb. 2.00 - 2.50
Hyoscine hydrobromide, bots..oz.65.00 -75.00
Hydrochloride, bots.....oz.65.00 -75.00
Hyoscyamine, 5 gr., bots.....bot. .60 - —
Hydrobromide, 5 gr., bots..bot. .60 - —
Sulphate, 5 gr., bots.....bot. .60 - —
Hypernic, ext. liquid, 50°, bbls., lb. .14 - —

I

Iceland moss, bls.....lb. .25 - .27
Ichthyol, cots.....lb. 4.00 - —
Indian red (see Red, Indian).
Indigo, nat., Madras, cs.....lb. 1.63 - 1.67
synth., liq., bbls.....lb. .16½- .19
powd., bbls.....lb. .74½- .85
Indol, CP, bots.....lb.32.00 -34.00
Insect flowers (see Pyrethrum).
Iodine, crude, jars, 25 lbs.....lb. 1.67 - —
kgs., 150 lbs., less 5%, ex whse., Staten Island..lb. 1.35 - 1.44
resubl., bots., 5 lbs.....lb. 1.85 - —
jars, 50 lbs.....lb. 1.75 - —
tincture, USP, bbls., 47 gals.gal. 2.00 - —
cbys., 5 gals.....gal. 2.05 - 2.10
mild, bbls., 47 gals.....gal. 1.25 - —
cbys., 5 gals.....gal. 1.30 - 1.35
Iodoform, dms., 100 lbs.....lb. 3.95 - 4.10
jars.....lb. 4.20 - —

Gypsum—Lavender Fl.

Ionone, alpha, bots.....lb. 2.75 - 2.80
extra, bots.....lb. 3.75 - 3.80
beta, bots.....lb. 3.10 - 3.15
beta, bots.....lb. 3.90 - 3.95
Ipecac root, bgs.....lb. 1.30 - 1.35
powd., bxs.....lb. 1.40 - 1.45
Irish moss, ordinary, bls.....lb. .22 - .25
powd., 80-90 mesh, bbls..lb. .32 - .35
prime, bleached, bls.....lb. .30 - .32
Iron acetate, N. F., IV, 100-lb. cbys..lb. .15 - —
djns., 50 lbs.....lb. .16 - —
liquor, bbls., c.l., dlvd.....lb. .03 - —
l.c.l., dlvd.....lyb. .04 - —
Chloride (ferric), tech., anhydr., 390-lb. dms..100 lbs. 4.65 - 5.25
150-lb. dms.....100 lbs. 5.00 - 6.00
cryst., bbls., works, frt. alld. or equald..lb. .05 - .06
kegs, works, frt. alld. or equald..lb. .07½- .08
liquor, cbys., works, frt. alld. or equald..lb. .05 - .06
USP X, cryst., bbls.....lb. .07½- —
kegs.....lb. .08½- —
solut., cbys., works, frt. alld. or equald..lb. .06½- .07
djns.....lb. .07½- —
USP VIII, pearls.....lb. .72 - .75
powd., cns.....lb. .84 - .87
scales, cns.....lb. .77 - .80
Glycerophosphate, bbls., bgs., 1,000-lb. lots..lb. 2.15 - —
smaller lots.....lb. 2.25 - —
cns., 25 lbs.....lb. 2.37 - —
Hypophosphite, cns.....lb. 1.55 - 1.60
Iodide, bots.....lb. 3.18 - 3.32
syrup, djns.....lb. .89 - —
bots.....lb. .53 - —
Nitrate, coml., kgs.....lb. .02¾- .03
Oxalate, powd., kgs.....lb. .47 - —
cns.....lb. .52 - —
scales, cns.....lb. .83 - .85
Oxide (see Black, Red, etc.).
Phosphate, ferric, pearls, cns., 50 lbs..lb. .54 - —
25 lbs.....lb. .57 - —
scale, cns., 50 lbs.....lb. .59 - —
25 lbs.....lb. .62 - —
ferrous, 200-lb. bbls.....lb. .35 - —
25-lb. bxs.....lb. .40 - —
100-lb. kgs.....lb. .37 - —
Pyrophosphate, pearls, cns...lb. .59 - .62
scales, cns.....lb. .64 - .67
Reduced, 90%, cs.....lb. .65 - .75
Sulphate, tech. (see Copperas and ferric sulphate).
Sulphate, USP, cryst., 275-lb. bbls..lb. .04¼- —
dms., 100 lbs.....lb. .06½- —
Iron-ammonia citrate, brown, gran., cns..lb. .35 - .38
pearls, cns.....lb. .35 - .38
scales, cns.....lb. .47 - .50
green, gran., cns.....lb. .35 - .38
pearls, cns.....lb. .35 - .38
scales, cns.....lb. .47 - .50
Iron-ammonia oxalate, bxs...lb. .30 - —
fib. dms.....lb. .23½- —
kgs.....lb. .25½- —
Iron-potash oxalate, bbls.....lb. .42 - —
kgs.....lb. .44 - —
jars.....lb. .48 - —
Iron-soda oxalate, bxs.....lb. .30 - —
fib. dms.....lb. .23½- —
kgs.....lb. .25½- —
Isobutylacetate, 55-gal. dms., works..lb. .069 - —
tanks, works.....lb. .059 - —
propionate, dms., works.....lb. .09 - —
Isopentane, 50-gal. dms., single, works..gal. .45 - —
10-gal. dms., single, works..gal. .55 - —
Isopherone, dms., works.....lb. .25 - —
Isopropanol (see Alcohol, isopropyl).
Isopropyl acetate, dms., 5 gals., E. of Rockies, frt. alld..lb. .10½- —
55 gals., c.l., E. of Rockies, frt. alld..lb. .07 - —
55 gals., l.c.l., E. of Rockies, frt. alld..lb. .07½- —
tanks, E. of Rockies, frt. alld..lb. .06 - —
Alcohol (see Alcohol).
Ether, dms., 5 gal., frt. alld..gal. .55 - —
55 gal., c.l., E. of Miss., frt. alld..gal. .35 - —
55 gal., c.l., W. of Miss., frt. alld..gal. .39 - —
l.c.l., E. of Miss., frt. alld., gal. .44 - —
tanks, E. of Miss., frt. alld., gal. .25 - —
W. of Miss., frt. alld., gal. .29 - —

J

Jaborandi leaves, bls.....lb. .11 - .12
Jalap root, NF, bls.....lb. .30 - .35
powd., bbls., bxs.....lb. .32 - .37
resin, lump, 100-lb. lots, cns.lb. 5.85 - —
powd., bxs.....lb. 5.90 - —
Juniper berries, ordinary, bgs., lb. .45 - .50
hand picked, bgs.....lb. .50 - .51

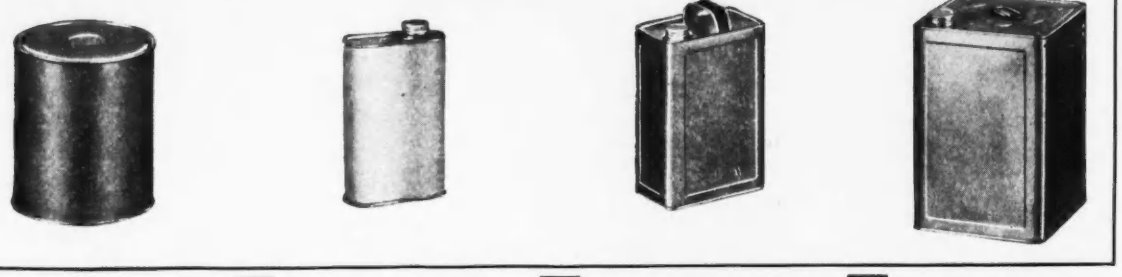
K

Kamala, tins.....lb. .33 - .35
Kaolin (see China clay).
Kava kava root, bls.....lb. .14 - .16
Kerosene, at refinery:—
Bayonne, 41-43 w.w., tanks, gal. .0490- —
Kerosene, at refinery:—
Gulf ports, p.w., bulk.....gal. .07½- —
Louisiana - Arkansas, 41-43 w.w., bulk..gal. .03¾- .04¼
Oklahoma-Texas, 41-43 w.w., tanks..gal. .03¾- .03⅞
42-44 w.w., tanks.....gal. .03⅞- .04⅛
Pennsylvania, 45 w.w., tanks, gal. .04¾- .04⅞
46 w.w., tanks.....gal. .04⅞- .05
47 w.w. tanks.....gal. .05 - .05½
Kerosene distillate (see Oil, furnace).
Kieserite, cal., 96-98% $MgSO_4$, bgs., c.l., ex vessel Atlantic, Gulf ports, duty pd..ton. No prices
Kola nuts, bgs.....lb. .12 - .13

L

Lady slipper root, bls.....lb. .36 - .37
Lanolin (see Adeps lanae).
Lard, city, tubs.....100 lbs. 5.75 - 5.85
Middlewestern, trcs....100 lbs. 5.20 - 5.30
Neutral, trcs.....100 lbs. 7.00 - 7.25
Western, choice, trcs...100 lbs. 5.30 - 5.40
Compound, trcs.....100 lbs. 7.75 - 8.00
Larkspur seed, bgs.....lb. 1.35 - 1.40
Laurel berries, bls.....lb. .25 - .26
Leaves, Greek, bls.....lb. .08¾- .09¼
Turkish, bls.....lb. .08¾- .09¼
Lavender flowers, ordinary, bls.lb. .45 - .50
medium, bls.....lb. .55 - .60
select, bls.....lb. .65 - .70

PURCHASING AGENTS



Non-refillable can for special use—1 qt., 1 gal. sizes.

Elliptical base sanitary style for liquids—4 oz. and 6 oz. sizes.

Sanitary Varnish Style, panelled body can—½ pt. to 1 gal. sizes.

5 gal. square can for general use.

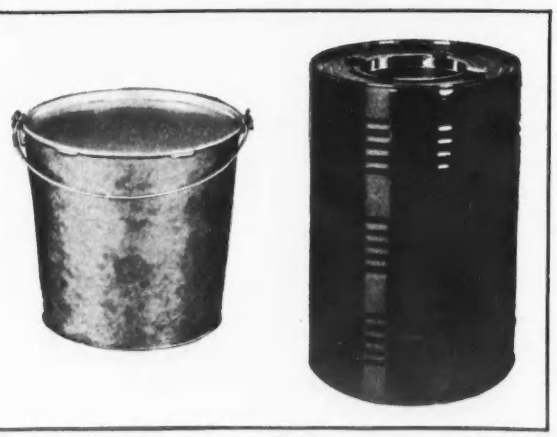
Oblong flat style can for special uses—½ gal., 1 gal. and 5 qts.

Varnish can, bumped top—all sizes from ½ pt. to 1 gal.

Lug covered flaring pail, coated or lithographed—5 and 7 gal.

Double compartment can for Bronze Powders, etc. ⅛ pt. to ¼ gal.

CONTINENTAL offers manufacturers even *more* than a complete line of plain and lithographed containers. Our packaging experts—specialists in creating merchandising and packaging ideas and translating them into color and design—have helped many to make their products easier to pack, sell, and use. Manufacturers know that Continental can handle their needs quickly and efficiently. They count on prompt shipments and deliveries. They expect and get—*complete* service.



Lug cover, flaring pail (galvanized iron—tin plate—black plate) 10 lb. and 25 lb. sizes.

Light steel drum for uncrated shipments of powders, solids and semi-liquids—all sizes.

CONTINENTAL CAN COMPANY

NEW YORK • CHICAGO • SAN FRANCISCO • MONTREAL • TORONTO • HAVANA

Lead Acetate—Methyl Chloride

Lead acetate, white, broken, bbls., lb. .11 - —
cryst., bbls. lb. .11 - —
gran., bbls. lb. .11¾- —
powd., bbls. lb. .11¾- —
Arsenate, bgs., c.l. lb. .08½- —
l.c.l., bgs. lb. .09 - —
Lead arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for works or whse. pick ups.
Blue, basic sulphate, bbls., c.l., dlvd. E. lb. .06¼- —
dlvd., Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo. lb. .06¼- —
l.c.l., dlvd. E. lb. .06½- —
dlvd. Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo. lb. .07 - —
Carbonate (see Lead, white).
Chloride, pure, bots., 5 lbs. lb. .62 - —
fib. dms., 25 lbs. lb. .40 - —
Iodide, NF V, powd., 5 lb. bots., lb. 2.60 - —
jars lb. 2.55 - —
Linoleate, paste, precip., dms. lb. .19 - —
Metal (see daily quotations in market report).
Metallic, paste, 200-lb. cont., f.o.b. works lb. .10 - —
5-lb. cont., f.o.b. works lb. .22 - —
Nitrate, bbls. lb. .11 - .14
Oleate, bbls. lb. .18½- .20
Peroxide, cns., works lb. .46 - .47
Red, dry, 95% or less, Pb_3O_4, bbls., c.l. (20 tons), dlvd., Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash. lb. .08 - —
other points lb. .07¾- —
l.c.l., 5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. Cascade Mts. in Ore. and Wash. lb. .08½- —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash. lb. .09 - —
Colo., Mont., N. Mex., Wyo. lb. .08¾- —
other points lb. .08¼- —
smaller lots, Ala., etc. lb. .09 - —
Ariz., etc. lb. .09½- —
Colo., etc. lb. .09¼- —
other points lb. .09 - —
97%, Pb_3O_4, bbls., c.l. (20 tons), dlvd., Ala., etc. lb. .08¼- —
other points lb. .08 - —
l.c.l., 5 tons, dlvd., Ala., etc. lb. .08¾- —
Ariz., etc. lb. .09¼- —
Colo., etc. lb. .09¾- —
other points lb. .08½- —
smaller lots, dlvd. Ala. lb. .09¼- —
Ariz., etc. lb. .09¾- —
Colo., etc. lb. .09½- —
other points lb. .09 - —
98%, Pb_3O_4, bbls., c.l. (20 tons, dlvd., Ala., etc. lb. .08½- —
other points lb. .08¼- —
l.c.l., 5 tons, dlvd., Ala., etc. lb. .09 - —
Ariz., etc. lb. .09½- —
Colo., etc. lb. .09¾- —
other points lb. .08¾- —
smaller lots, dlvd., Ala. lb. .09½- —
Ariz., etc. lb. .10 - —
Colo., etc. lb. .09¾- —
other points lb. .09¼- —
in oil, 95% min., 100-lb. kgs. lb. .12½- —
lb. .12½- —
Resinate, fused 15%, bbls. lb. .09½- —
pale, bbls. lb. .11½- —
precip., bbls. lb. .16½- —
Stearate, bbls. lb. .25 - —
Sulphate (see Lead, white basic sulphate).
Titanate, bbls., c.l., (20 tons), works, frt. alld. lb. .10 - —
l.c.l., 5 tons, nne delvy., E. frt. alld. lb. .10¼- —
Pac. Cst., ex whse. lb. .10¼- —
smaller lots, E. frt. alld., lb. .10½- —
Pac. Cst., ex whse. lb. .10½- —
White, dry, basic carbonate, bbls., c.l., dlvd. Ariz., Calif., Colo., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash. and Wyo—lb. .07¼- —
other points lb. .07 - —
l.c.l., dlvd., Ariz., etc. lb. .07½- —
other points lb. .07¼- —
basic sulphate, bbls., c.l., dlvd., Ariz., etc. lb. .06½- —
other points lb. .06¾- —
l.c.l., dlvd. Ariz., etc. lb. .06¾- —
other points lb. .06½- —
in oil, 100-lb. kgs., consumers, lb. .12¾- —
dealers lb. .10¾- —
painters lb. .11¾- —
Consumers' price and painters' price are ½c. lower on orders of 500 lbs. or more.

Lecithin, 100%, cns., f.o.b., N.Y. or Chi. lb. 2.50 - —
edible, grade 1, dms., c.l., same l.c.l., same basis lb. .47½- .65
grades 2 or 3, dom., c.l., same basis lb. .47½- —
l.c.l., same basis lb. .50 - .67½
grade 4, dms., c.l., same basis lb. .50 - —
l.c.l., same basis lb. .52½- .70
purified, cs., dms., c.l., same basis lb. .65 - —
l.c.l., same basis lb. .67½- .85
tech., grade 1, dms., c.l., same basis lb. .35 - —
l.c.l., same basis lb. .37½- .55
grade 2 or 3, dms., c.l., same basis lb. .87½- —
l.c.l., same basis lb. .40 - .57½
grade 4, dms., c.l., same basis lb. .40 - —
Lecithin prices quoted above are for goods packed in 25, 50 or 100-lb. dms. When goods are packed in 500-lb. dms., prices are 1c. per lb. less.

Lemon peel, bls. lb. .13 - .15
Licorice extract, mass, cs. lb. No prices
powd., bbls. lb. No prices
root, cuttings, bls. lb. .10 - .11
powd., bbls., bgs. lb. .12 - .18
select, bdls., cs. lb. .38 - .43

Lime, chemical (quicklime), lump or pebble, bulk, f.o.b.
Bellefonte, Pa. ton. 7.00 - —
Berkley, W. Va. ton. 7.00 - —
Carey, Ohio ton. 7.00 - —
Cedar Hollow, Pa. ton. 8.50 - —
Crab Orchard, Tenn. ton. 6.25 - —
Eagle Mountain, Va. ton. 7.00 - —
Farnams, Mass. ton. 8.00 - —
Gibsonburg, Ohio ton. 7.00 - —
Hannibal, Mo. ton. 6.50 - —
Keystone, Ala. ton. 7.00 - —
Knoxville, Tenn. ton. 6.25 - —
Limedale, Ark. ton. 7.00 - —
Longview, Ala. ton. 6.25 - —
Manistique, Mich. ton. 8.00 - —
Martinsburg, W. Va. ton. 7.00 - —
Menominee, Mich. ton. 8.00 - —
Mitchell, Ind. ton. 8.50 - —
Newala, Ala. ton. 6.25 - —
Rincon, Cal. ton. 13.00 - —
Ripplemead, Va. ton. 7.00 - —
Riverton, Va. ton. 7.00 - —
San Francisco, Cal. ton. 13.00 - —
Scioto, Ohio ton. 6.50 - —
Springfield, Mo. ton. 7.00 - —
Woodville, Ohio ton. 7.00 - —
York, Pa. ton. 7.00 - —
hydrated, paper bags, f.o.b.
Bellefonte, Pa. ton. 8.50 - —
Berkley, W. Va. ton. 8.50 - —
Buffalo, N. Y. ton. 10.00 - —
Carey, Ohio ton. 8.50 - —
Cedar Hollow, Pa. ton. 8.00 - —
Crab Orchard, Tenn. ton. 9.00 - —
Eagle Mountain, Va. ton. 9.00 - —
Farnams, Mass. ton. 8.50 - —
Gibsonburg, Ohio ton. 8.50 - —
Hannibal, Mo. ton. 8.50 - —
Keystone, Ala. ton. 9.00 - —
Knoxville, Tenn. ton. 9.00 - —
Le Roy, Minn. ton. 10.00 - —
Lime Crest, N. J. ton. 8.50 - —
Limedale, Ark. ton. 9.00 - —
Longview, Ala. ton. 9.00 - —
Louisville, Ky. ton. 14.50 - —
Manistique, Mich. ton. 9.00 - —
Marblehead, Ohio ton. 9.50 - —
Martinsburg, W. Va. ton. 8.50 - —
Mitchell, Ind. ton. 9.00 - —
Newala, Ala. ton. 9.00 - —
Potoskey, Mich. ton. 9.00 - —
Port Island, Mich. ton. 9.00 - —
Rapid City, S. D. ton. 12.00 - —
Ripplemead, Va. ton. 9.00 - —
San Francisco, Cal. ton. 16.00 - —
Springfield, Mo. ton. 9.00 - —
Woodville, Ohio ton. 8.50 - —
York, Pa. ton. 8.50 - —
spray, paper bags, f.o.b. Bellefonte, Pa. ton. 9.00 - —
Carey, Ohio ton. 11.00 - —
Farnams, Mass. ton. 9.50 - —
Gibsonburg, Ohio ton. 11.00 - —
Lime Crest, N. J. ton. 8.50 - —
Marblehead, Ohio ton. 11.00 - —
Scioto, Ohio ton. 10.00 - —
Woodville, Ohio ton. 11.00 - —
York, Pa. ton. 9.00 - —
Lime salts (see Calcium).
Lime-sulphur, dry, dealers, bgs., c.l., E. of and incl. N. Dak., S. Dak., Neb., Kan., Okla., Tex. lb. .07½- .08½
dms., same basis lb. .10½- —
400 lbs., or more, bgs., same basis lb. .07¾- .08¾
dms., same basis lb. .11 - —
less than 400 lbs., same basis, lb. .08½- .09½
dms., same basis lb. .12 - —
solution, Zone 1, dms., consumers gal. .16 - —
Zone 2, tanks, dealers, wks., gal. .08½- —
30-50 dms gal. .11 - .16
Zone 5, tanks, dealers, dlvd., gal. .07½- —
30-50 dms gal. .10½- .14½
Zone 4, tanks, dealers, wks., gal. .08 - —
dms., wks., except Cal. gal. .12 - —
Zone 5, tanks, dealers, dlvd., gal. .10½- —
dms. gal. .12 - —
Zone 6, tanks, dealers gal. .07½- —
30-50 dms gal. .10 - .14
Prices for lime sulphur solution are f.o.b. warehouse points, freight allowed. Zone 1: includes Ga., S. C., Ala., N. C., except the counties of Ashe, Surry, Stokes, Rockingham and Alleghany; Tenn., east of Tenn. River. Zone 2: New England States, Zone 3, Ark., Ohio, Ind., Ill., Ia., Ky., Wis., Minns., Mo., and Tenn. west of Tenn. River; Penn., eastern tier, and W. Va. western tier. Zone 4: West of Rocky Mountains, except southern California, which makes up Zone 5. Zone 6: N. Y. east of Herkimer, N. J., Md., Del., Va., Pa.—all counties lying east of the western boundary of Bedford, Blair, Center, Clinton and Potter, W. Va.—counties of Mineral, Hampshire, Morgan, Berkeley, Jefferson, and Hardy, N. C.—counties of Ashe, Alleghany, Surry, Stokes and Rockingham.

Linalool, cns. lb. 2.10 - 3.30
Linalyl acetate, cns. lb. 1.75 - 3.00
Linden flowers, with leaves, bls.lb. .42 - .45
without leaves, bls. lb. .40 - .48
Linseed cake, bgs., export ton. 21.00 - —
meal, bgs. ton. 22.50 - —
Litharge, com'l powd., bbls., 20-tons, dlvd., Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash. lb. .07 - —
Other points lb. .06¾- —
5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in in Ore., and Wash. lb. .07½- —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore., and Wash. lb. .08 - —
Colo., Mont., N. Mex., Wyo. lb. .07¾- —
Other points lb. .07¼- —
smaller lots, dlvd., Ala. lb. .08 - —
Ariz., etc. lb. .08½- —
Colo., etc. lb. .08¼- —
Other points lb. .07¾- —
Lithium bromide, bbls., 100 lbs., works, frt. equal'd lb. 1.90 - —
50 lbs., works lb. 1.93 - —
25 lbs., works lb. 1.95 - —
Carbonate, 250-lb. bbls. lb. 1.25 - —
100-lb. kgs. lb. 1.30 - —
Chloride, 25-lb. jars lb. 1.65 - 1.70
Citrate, 250-lb. bbls. lb. 1.40 - —
25-lb. dms. lb. 1.45 - —
100-lb. kgs. lb. 1.40 - —
Fluoride, bbls. lb. 2.10 - 2.25
Iodide, 5-lb. bots. lb. 4.85 - —
25-lb. jars lb. 4.70 - —
Lithopone, titanated (high-strength), bgs., c.l., (20 tons) lb. .05 - —
smaller lots lb. .05½- —
bbls., c.l. (20 tons) lb. .05¼- —
smaller lots lb. .05¾- —
ordinary, bgs., c.l. (20 tons) lb. .0360- —
smaller lots lb. .0385- —
bbls., c.l. (20 tons) lb. .0385- —
smaller lots lb. .04¼- —
Lithopone in car lots is delivered East or the Pacific Coast and in less than car-lot quantities delivered East or ex warehouse Pacific Coast.

Liverwort leaves, bls. lb. .50 - .55
Lobelia, herb, bls. lb. .12 - .13
Seed, bgs. lb. .35 - .36
Logwood extract, cryst., bbls. lb. .20 - .24
liquid, 51°, bbls. lb. .10½- .12½
solid, bxs. lb. .16½- .20½
Lovage root, dms., bls. lb. .45 - .50
imported, bls. lb. .45 Nom.
Lupulin, N. E., tins lb. 1.65 - 1.70
Lycopodium, cs. lb. 4.75 - 5.00

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Mace, Bands, cs. lb. .51 - .52
Batavia, cs. lb. .29 - .30
Sinaw, cs. lb. .32½- .33
West Indian, cs. lb. .33 - .34
Madder, Dutch, bbls. lb. .22 - .25
Magnesia, arsenate, dms. lb. .18 - .20
Calcined, tech., USP, bbls., wks. lb. .26 - —
Carbonate, tech., Zone 1, l.c.l., bgs. lb. .06¼- —
bbls. lb. .07½- —
kgs. lb. .08¾- —
l.c.l., bgs. lb. .07¼- —
bbls. lb. .08½- —
kgs. lb. .09¾- —
Zone 2, c.l., bgs. lb. .06¼- —
bbls. lb. .07½- —
kgs. lb. .08¾- —
l.c.l., bgs. lb. .07 - —
bbls. lb. .08¼- —
kgs. lb. .09½- —
USP, Zone 1, c.l., bgs. lb. .08 - —
bbls. lb. .08½- —
kgs. lb. .09¾- —
l.c.l., bgs. lb. .09 - —
bbls., lb. .09½- —
kgs. lb. .10¾- —
Zone 2, c.l., bgs. lb. .08 - —
bbls. lb. .08½- —
kgs. lb. .09¾- —
l.c.l., bgs. lb. .08¾- —
bbls. lb. .09¼- —
kgs. lb. .10½- —
Magnesia:—Zone 1—Mass., Conn., R. I. N.Y., N.J., Pa., D. of C., Del. and Md., c.l., shipments, full frt alld, up to, but not exceeding, 25c. per 100 lbs., actually paid by customers. On l.c.l. shipments, frt alld., including dlvd. storedoor. Magnesia prices are f.o.b. Plymouth Meeting. Zone 2—Balance of U.S.; prices f.o.b. Plymouth Meeting Ambler, Phillipsburg, Valley Forge, and New York.
Magnesia, chloride, anhyd., dom., bbls., dlvd. lb. .13 - —
flake, dom., bbls., wks., c.l., tons. 32.00 - —
l.c.l., bbls., wks. ton. 39.00 -42.00
Hypophosphite, cns., 100 lbs. lb. 1.45 - —
25 lbs. lb. 1.50 - —
Oxide (see Calcined).
Palmitate, bbls. lb. .33 Nom.
Peroxide, 15%, dms., works lb. 1.00 - 1.35
Silicate (see Talc).
Silicofluoride, bbls. lb. .11 - .11½
Stearate, bbls., ctns., c.l. lb. .23 - —
1 ton lb. .24 - —
1,000-2,000 lbs. lb. .25 - —
smaller lots lb. .26 - —
Sulphate (see Epsom salt).
Trisilicate, 1,000-lb. contracts, dms. lb. .50 - —
smaller lots, dms. lb. .55 - —
Magnesite, cal., dom., bgs. ton. 60.00 -65.00
Imports, bgs., duty paid ton. 70.00 Nom.
dead-burned, dom., bulk, c.l., f.o.b. Chewelah, Wash. ton. 22.00 -25.00
Magnesium hydroxide, medicinal, bbls., 200 lbs. lb. .25 - —
dms., 25 lbs. lb. .30 - —
kgs., 100 lbs. lb. .26 - —
Trisilicate, cns., 500-lb. lots. lb. .53 - —
100-lb. lots lb. .55 - —
5-lb. cns lb. .73 - —
Malva flowers, black, bls. lb. .70 - .95
blue, bls. lb. .70 - .95
Leaves, bls. lb. .27 - .40
Manaca root, bls. lb. .23 - .24
Mandrake root, bls. lb. .12 - .13
Manganese acetate, dms. lb. .26½- —
Arsenate, bgs. lb. .12 - .12½
Borate, tech., bbls. lb. .15 - .16
Carbonate, bbls. lb. .19 - —
Chloride, bbls. lb. .14 Nom.
Dioxide, African, battery, 84-87%, bbls., 28-40 tons, works, ton. 69.00 - —
5-15 tons, works ton. 72.00 - —
½ 4 tons, works ton. 77.00 - —
Caucasian, 85-90%, bbls., c.l., works ton. 74.00 - —
l.c.l., 5 tons, works ton. 77.00 - —
smaller lots, works ton. 82.00 - —
burlap, bgs., c.l., works ton. 71.75 - —
l.c.l., 5 tons, works ton. 74.75 - —
smaller lots works ton. 79.75 - —
paper bgs., c.l., works ton. 70.00 - —
l.c.l., 5 tons, works ton. 73.00 - —
Glycerophosphate, bbls., kgs., 1,000-lb. lots lb. 2.80 - —
smaller lots lb. 3.00 - —
cns., 25 lbs. lb. 3.12 - —
Hydrate, bbls., dlvd. lb. .82 - —
Iodide, bots., 5 lbs. lb. 5.55 - —
jars, 25 lbs. lb. 5.70 - —
Linoleate, liquid, 4% dms. lb. .18 - .19½
solid, precip., 8.2% bbls. lb. .19 - —
Ore, Cuban, 51-52%, basis Atl. ports, duty paid unit-ton. .71 - .73
Resinate, fused, 3 %, bbls. ton. .08¼- .08½
precip., dms. lb. .12 - —
Sulphate, anhyd., ton lots, works. lb. .10½- —
single bbls., works lb. .10¾- —
fertilizer, 65%, $MnSO_4$ bgs., c.l., dlvd., South ton. 57.00 - —
l.c.l., bgs ton. 65.00 -75.00
Mangrove bark, bgs., shipt ton. 35.00 -36.00
Manna flake, large, cs. lb. 1.50 Nom.
small, cs. lb. 1.25 Nom.
Mannitol, com'l grade, bbls., ton lots, works lb. .38 - —
smaller lots, works lb. .45 - —
reagent grade, 50 lb. cs., or multiples, works lb. .90 - —
Marble flour, bgs. ton. 12.00 -14.00
Marjoram, French, No. 1 lb. .40 - .41
Tunisan, bls. lb. No stocks
Chilean lb. .18 - .19½
Matico leaves, bls. lb. .22 - .26
Menthol, USP, natural, cs. lb. 3.45 - 3.55
synthetic, tech., cs. lb. 2.50 - —
USP, cs. lb. 3.25 - —
liquid, dms., 50 lbs. lb. 1.50 - —
Menthyl salicylate, tins, 100-lb. lots lb. 3.00 - —
25-lb. lots lb. 3.10 - —
Mercurial ointment, 30%, pails, 50 lbs. lb. 1.44 - —
25 lbs. lb. 1.46 - —
50%, pails, 50 lbs. lb. 2.09 - —
25 lbs. lb. 2.11 - —
Mercury (see Quicksilver).
Ammoniated (see White precipitate).
Bichloride (see Corrosive sublimate).
Bisulphate, 5-lb. bots. lb. 3.02 - —
100-lb. fib. dms. lb. 2.89 - —
25-lb. jars lb. 2.91 - —
Chloride (see Calomel).
Cyanide, cryst lb. 4.00 - 4.05
powd. lb. 4.05 - 4.10
Iodide, red, NF, 5-lb. bots. lb. 4.71 - —
100-lb. fib. dms. lb. 4.60 - —
yellow, 5-lb. bots. lb. 4.81 - —
fib. dms., 100 lbs. lb. 4.70 - 4.75
Mercury, nitrate ointment (see Citrine ointment).
Oxide, red, NF (see Red precipitate), tech. (see Red, mercury oxide).
yellow, dom., tech., bbls. lb. 2.66 - —
USP, fib. dms., 50 lbs. or more lb. 3.18 - —
Mercury and chalk, 5 lb. ctns. lb. 1.98 - —
25-lb. fib. dms. lb. 1.86 - 1.88
Mesityl oxide, cns., works lb. .20½- —
dms., c.l., dlvd. lb. .16 - —
l.c.l., dlvd. lb. .16½- —
tanks, dlvd. lb. .15 - —
Metal leaf, pkgs. of 20 books (500 leaves), aluminum, 5½x5½ in. pkg. 1.50 - 1.75
composition, 5½x5½ in. pkg. 1.70 - 1.80
gold, XX deep, 23K, 3⅜x3⅜ in. pkg. 15.25 -15.75
3⅜x3⅜ in. pkg. 16.15 -17.50
4x4 in. pkg. 19.50 -20.00
3⅜x5⅞ in. pkg. 22.50 -23.00
3⅜x5⅞ in. pkg. 24.50 -25.00
silver, 3⅜x3⅜ in. pkg. 2.75 - 2.85
Metanitroparatoluidin, bbls. lb. 1.05 - 1.10
Metaphenylenediamine, kgs. lb. .65 - —
Metatoluylenediamine, kgs. lb. .65 - —
Methanol, natural, producer group A, denat., grade, tanks. gal. .40 - —
97%, tanks. gal. .30 - —
95%, tanks. gal. .29 - —
Methanol in drums, car lots, is 5c. per gal. higher, frt. alld., east of the Rocky Mts. Prices on the Pacific Coast are 3c. higher on tanks and 4c. per gal. higher on drums; car lots.
natural, producer group B, pure, tanks, frt. alld. Zone 1. gal. .30 - —
Zone 2. gal. .32 - —
Zone 3. gal. .34 - —
Zone 4. gal. .34½- —
dms., c.l., Zone 1. gal. .35½- —
Zone 2. gal. .37½- —
Zone 3. gal. .39½- —
Zone 4. gal. .41½- —
l.c.l., Zone 1. gal. .38 - —
Zone 2. gal. .45½- —
Zone 3. gal. .42 - —
Zone 4. gal. .53½- —
95%, frt. alld., prices 2c. less than pure, all zones.
97%, frt. alld., prices 1c. less than pure, all zones.
Natural methanol sales zones are:—Zone 1, Conn., Del., D. of C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Tenn., R. I., Vt., Va., W. Va., Wisc.; zone 2, Ala., Ark., Col., Fla., Ga., Kan., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo.; zone 3, Los A., San Fran., Seattle, Wash., Portland, Ore.; zone 4, Ariz., Cal., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash.
Synthetic, pure, dms., c.l., Zone 1, frt. alld. gal. .35½- —
2, frt. alld. gal. .37½- —
3, frt. alld. gal. .39½- —
4, frt. alld. gal. .41½- —
l.c.l., Zone 1, frt. alld. or dlvd. gal. .38 - —
2, frt. alld. or dlvd. gal. .45½- —
3, dlvd., S. F. and L. A., gal. .42 - —
4, frt. alld. or dlvd. gal. .53½- —
tanks, Zone 1, frt. alld. gal. .30 - —
2, frt. alld. gal. .32 - —
3, frt. alld. gal. .34 - —
4, frt. alld. gal. .34½- —
Synthetic methanol sales zones are:—Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., S. C., Tenn., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. D., Tex., Wyo. Zone 3, Los Angeles, Cal.; San Francisco, Cal.; also (c.l. only) Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., N. Mex., Mont., Nev., Idaho, Ore., Utah, Wash.
Methyl acetate, 97-99%, dms., c.l., E. of Miss. R. lb. .10½- —
W. of Miss. R. lb. .11½- —
l.c.l., dms., dlvd. E. of Miss. R. lb. .11 - —
W. of Miss. R. lb. .12 - —
tanks, dlvd., E. of Miss. R., lb. .09½- —
W. of Miss. R. lb. .10½- —
tech., dms., c.l., dlvd., E of Miss. R. lb. .07 - —
W. of Miss. R. lb. .08 - —
l.c.l., dlvd., E. of Miss. R. lb. .07½- —
W. of Miss R. lb. .08½- —
tanks, dlvd., E. of Miss. R., lb. .06 - —
W. of Miss. R. lb. .07 - —
Acetoacetate, dms., c.l., works, frt. alld. lb. .29½- —
Acetone, natural, group A producers, E. of Rockies, frt. alld., tanks. gal. .32 - —
dms., c.l., same basis, gal. .37½- —
l.c.l., same basis gal. .40 - —
Methyl acetone prices on Pacific Coast are 3c. per gal. higher on tanks and 4c. per gal. higher on drums, car lots.
Acetone, natural, group B producers, tanks, Zone 1. gal. .32 - —
Zone 2. gal. .34 - —
Zone 3. gal. .36 - —
Zone 4. gal. .36½- —
dms., c.l., Zone 1. gal. .37½- —
Zone 2. gal. .39½- —
Zone 3. gal. .41½- —
Zone 4. gal. .43½- —
l.c.l., Zone 1. gal. .40 - —
Zone 2. gal. .47½- —
Zone 3. gal. .44 - —
Zone 4. gal. .55½- —
Natural methyl acetone sales zones are:—Zone 1, Conn., Del., D. of C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., Tenn., Vt., Va., W. Va., Wisc. Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo. Zone 3, Los A., San Fran., Seattle, Wash, Portland, Ore. Zone 4, Ariz., Cal., Mont., Nev., N. Mex., Ore., Utah, Idaho, Wash.
Synthetic, tanks, zone 1. gal. .34 - —
Zone 2. gal. .42 - —
Zone 3. gal. .45½- —
dms., c.l., zone 1. gal. .36 - —
Zone 2. gal. .44 - —
Zone 3. gal. .48 - —
l.c.l., zone 1. gal. .37 - —
Zone 2. gal. .45½- —
Zone 3. gal. .48½- —
Alcohol (see Methanol).
Anthranilate, bots. lb. 2.10 - 2.25
Benzoate, cns., 25 lbs. lb. .70 - 1.00
Bromide, cyl. lb. .65 - .75
Chloride refrigeration, 500 lbs., and up, machine mfrs. and jobbers, cylinders lb. .32 - —
service men and consumers, cyl. lb. .36 - —
60 to 499 lbs., cyl., mach. mfrs. and jobbers lb. .36 - —
service men and consumers, cyl. lb. .40 - —

Methyl, chloride, tanks, multi-unit, mach. mfrs. and jobbers..lb. .31 - —
service men and consumers, lb. .35 - —

Methyl chloride quotations are spot or contract, effective July 1, for delivery to any common carrier point in United States. Prices above are in 60, 90 and 180-lb. cylinders. Prices on the 20-lb. sylinders are uniformly 10c. per pound higher than above prices.

Cinnamate, bls.....lb. 2.75 - 3.25
Formate, dms.....lb. .80 - —
Lactate, dms., l.c.l., dlvd....lb. .80 - —
Iodide, bots.....lb. 3.68 - 3.82
Salicylate, dms.....lb. .35 - .37
cns. .....lb. .37 - .40
Violet toner, bbls.....lb. .88 - —
permanent, bbls.....lb. .80 - —
Methylamyl ketone, dms., works, l.c.l..lb. .25 - —
smaller containers, same basis, lb. .28 - —
Methylcellulose, dms., 100 lbs. or more, frt. alld..lb. .70 - —
less than 100 lbs., works..lb. .75 - —
Methylcyclohexane, 98-100%, dms., dlvd..lb. .17 - —
Methylcyclohexanol, 98-100%, dms., dlvd..lb. .26 - —
Methylcyclohexanone, 98 - 100%, dms., dlvd..lb. .40 - —
Methylene blue, medcl., kgs., 100 lbs..lb. 2.00 - —
cns., 5 lbs.....lb. 2.35 - —
Chloride, dms., f.o.b. works..lb. .18 - .22
Methylethyl ketone, dms., c.l., frt. pd. E. of Rocky Mts., lb. .07 - —
l.c.l., same terms.....lb. .07½- —
tanks, same terms.....lb. .06 - —
Methylheptenone, bots.....lb. 2.45 - 3.00
Methylhexyl ketone, dms., tech., works..lb. .60 - —
Methylisobutyl ketone, dms., 55-gal., c.l., works..gal. .70 - —
l.c.l., works.....gal. .80 - —
smaller containers, works.gal. 1.00 - —
tanks, works.....gal. .70 - —
Methylnaphthyl ketone, dom., cryst., bots..lb. 3.25 - 3.30
imp., bots.....lb. 3.10 - —
Methylpropyl ketone, dms., c.l.lb. .20½- —
l.c.l. .....lb. .21 - —
tanks .....lb. .19½- —
Metronite pigment, 120 mesh, containers extra, c.l., f.o.b. Milwaukee..ton. 9.00 - —
l.c.l., same basis.....ton.11.00 - —
180 mesh., containers extra, c.l., same basis..ton.11.00 - —
l.c.l., same basis.....ton.13.00 - —
Mica, dry grd., amber, No. 1 quality, bgs., extra and returnable, c.l., works..ton.30.00 - —
l.c.l., 5,000 lbs., works, ton.40.00 - —
1,000 lbs., works..lb. .02 - —
500 lbs., works..lb. .02½- —
100 lbs., works..lb. .03 - —
refined, bgs., extra and returnable, c.l., works, ton.20.00 - —
l.c.l., 5,000 lbs, works, ton.39.00 - —
paint, bgs., extra and returnable, c.l., works, ton.55.00 - —
l.c.l., 5,000 lbs, works, ton.65.00 - —
white, No. 1 quality, bgs., extra and returnable, c.l., works.....ton.35.00 - —
l.c.l., 5,000 lbs., works, ton.45.00 - —
1,000 lbs., works..lb. .02½- —
500 lbs., works..lb. .03 - —
roofing, bgs., extra and returnable, c.l., works, ton.29.00 - —
l.c.l., 5,000 lbs., works, ton.39.00 - —
paint, bgs., extra and returnable, c.l., works, ton.60.00 - —
l.c.l., 5,000 lbs., works, ton.70.00 - —
wet-ground, paint or lacquer, bgs., c.l., frt. alld. E..lb. .04½- —
l.c.l., ex whse., or frt. alld. E..lb. .05 - —
paper, wall or coated, bgs., c.l., frt. alld. E..lb. .04⅝- —
l.c.l., ex whse., or frt. alld. E..lb. .04⅞- —
rubber, bgs., c.l., frt. alld. E..lb. .04¼- —
l.c.l., ex whse., or frt. alld. E..lb. .04¾- —

wet-ground mica prices are ½c. per pound higher west of Rockies.

Milk powder, skimmed, roller, bbls., c.l..lb. .07 - —
l.c.l. .....lb. .08 - —
spray, bbls., c.l.....lb. .07½- —
l.c.l. .....lb. .08½- —
unskimmed, roller, bbls., c.l., lb. .15½- —
l.c.l. .....lb. .16½- —
spray, bbls., c.l.....lb. .16 - —
Millet seed, yellow, bgs.....lb. .0250- .0280
early fortune, bgs.....lb. .02½- .06
hulled, bgs.....lb. .05½- .06
Mineral spirits (see Petroleum thinners and V M & P naphtha).
Molasses, blackstrap, tanks, f.o.b. No. Atlantic ports..gal. .07 - —
f.o.b. Gulf ports.....gal. .06¼- .06⅜
Molybdate orange (see Orange, molybdate).
Molydenum metal kge., 99% powd..lb. 2.60 - 3.00
Trioxide, pure, kgs., basis Mo. content, works..lb. .95 - —
technical, kgs., basis Mo. content, works.lb. .80 - —
Monoamylamine, dms., c.l., wks., lb. .52 - —
l.c.l., works.....lb. .53 - .55
tanks .....lb. .50 - —
Monobutylamine, dms., c.l., wks., lb. .50 - —
l.c.l., works.....lb. .51 - .53
tanks, works.....lb. .48 - —
Monochlorobenzene, dms., l.c.l., lb. .06 - .08
Monoethanolamine, dms., c.l., works..lb. .24 - —
l.c.l., dms.....lb. .25 - —
tanks .....lb. .23 - —
Monoethylamine, basis 100% amine content, dms., l.c.l., works, lb. .65 - —
Monoethylanilin, dms.....lb. .77 Nom.
Monomethylamine, dms., c.l., dlvd..lb. .65 - —
l.c.l., dlvd.....lb. .70 - —
Monomethylpara-aminophenol sulphate, dms..lb. 3.75 - 4.00
Monosodiumphosphate (see Soda phosphate monobasic).

Morphine, bots., 5 ozs.....oz.11.10 - —
cns., 25 ozs.....oz.10.90 - —
Acetate, bots., 5 ozs.....oz. 9.00 - —
bots., 25 ozs.....oz. 8.80 - —
Ethylhydrochloride, bots., 5 ozs., oz.10.75 - —
cns., 25 ozs.....oz.10.55 - —
Hydrobromide, bots., 5 ozs..oz. 8.95 - —
cns., 25 ozs.....oz. 8.75 - —
Sulphate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Morpholine, dms., 55 gals., l.c.l., works..lb. .75 - —
smaller containers, works....lb. 1.00 - —
Mullein leaves, cns.....lb. .12 - .14
flowers, cns.....lb. 1.30 - 1.35
Musk, nat., Tonquin, grained, bots..oz.19.00 -20.00
synth., ambrette, cns., 100 lbs. or more..lb. 3.65 - —
5 lbs. to 75 lbs.....lb. 3.85 - —
1 lb.....lb. 3.95 - —
ketone, cns., 100 lbs. or more, lb. 3.70 - —
5 lbs. to 75 lbs.....lb. 3.95 - —
1 lb.....lb. 4.10 - —
xylol, cns., 100 lbs. or more, lb. 1.05 - —
5 lbs. to 75 lbs.....lb. 1.15 - —
1 lb.....lb. 1.20 - —
Musk root, bls.....lb. .50 - .60
Mustard seed, California, brown, lb. .16¼- .16¾
yellow, prompt shipt., bgs..lb. .17 - .17½
Chinese yellow, bgs.....lb. .10 - .10½
Danish, yellow.....lb. .25½- .26
Lutch, yellow.....lb. .28 - .29
English, yellow, bgs.....lb. No stocks
Montana yellow, bgs.....lb. .15 - .15½
Roumanian, yellow.....lb. .16½- .17

Myrobalans, J1, bgs., f.a.s...ton.40.00 - —
J2, bgs., f.a.s.....ton.34.00 - —
Extract, liquid, 25%, bbls...lb. No prices
solid, 50%, bbls.....lb. No prices
powdered, 70%, bbls.....lb. .06 Nom.

N

Naphtha, Painters (see Petroleum, naphtha, V. M. & P.).
Solvent (see S).
Naphthalene, crude, dom., 74 deg., bgs., c.l., works..100 lbs. 2.25 - 2.50
bbls., c.l., works...100 lbs. 2.50 - 2.60
78 deg., bgs., c.l., works, 100 lbs. 2.50 - 2.75
l.c.l., works.....100 lbs. 2.75 - 3.00
import, bgs., c.i.f.....100 lbs. No price
refined, balls or flakes, bbls., wholesalers and jobbers, f.o.b. works..lb. .07 - —
50-lb. cs., same basis...lb. .07¼- —
pkgs. (16 oz.), same basis, lb. .07¾- —
(12 oz.), same basis..pkg. .06¼- —
Nerolin, cryst., cns.....lb. 1.25 - 1.35
Nickel carbonate, bbls.....lb. .36 - .36½
Chloride, bbls.....lb. .18 - .20
Cyanide, 100-lb. dms.....lb. 1.40 - —
25-lb. bot.....lb. 1.50 - —
Oxide, black, bbls.....lb. .35 - .38
Salt, bbls.....lb. .13 - .13⅛
Nicotine sulphate, 40%, dms., works, frt. alld..lb. .70 - —
10-lb. tins.....lb. .86¼- —
Nitercake, bulk, works.....ton.16.00 - —

Methyl Chloride—Nitrogen. Ft.

Nitrobenzene, dbl. dist., dms., c.l. lb. .06 - —
l.c.l. .....lb. .09 - —
tanks .....lb. .07 - —
Nitrocellulose, alcohol-soluble, ⅛, and 40 sec. vis., bbls., works. lb. .28 - —
bronzing, 20, 40, 70 sec. vis., bbls., works..lb. .29 - —
ester soluble, 30-35 cps., ¼, ½ sec., bbls., c.l., dry weight, works..lb. .22 - —
l.c.l., cps., ¼, ½ sec., bbls., dry weight, works..lb. .26 - —
ester-soluble, 5-6, 15-20, 30-40, and 60-80 sec., bbls., c.l., dry weight, works..lb. .20 - —
l.c.l., 5-6, 15-20 sec., high vis., bbls., works..lb. .23 - —
Lacquer, 20-30 and 60-80 sec., vis., bbls., works..lb. .29 - —

Nitrocellulose prices are quoted on the basis of dry weight; denatured alcohol used in manufacture is charged extra. Barrels are to be paid for extra, but are returnable.

Nitroethane, l.c.l., dms., works. lb. .25 - —
Nitrogen solution, nitrogen basis, tanks, f.o.b. Atlantic and Gulf ports..unit-ton.1.2158- —
Nitrogenous fertilizer material, dom., 8-11% ammon., bulk, f.o.b. Carrollville, Wis., dlvd..unit-ton. 1.75 - —
f.o.b. Chemical, Ill., unit-ton. 1.75 - —

Service for Can Buyers

Crown makes metal containers promptly and expertly.

Here at last is an organization with one policy for all—fast, efficient, courteous service.

Perhaps this explains the remarkable growth of Crown Can sales and the fine spirit of good-will between Crown and its customers whether they are large or small.

You will like Crown's service on cans. Be sure to get Crown's proposition on your next order.

CROWN CAN COMPANY, PHILADELPHIA, PA.
Division of Crown Cork and Seal Company
BALTIMORE ST. LOUIS HOUSTON MADISON ORLANDO
FORT WAYNE NEBRASKA CITY

CROWN CAN
INDEPENDENT AND HELPFUL

Nitrogen., Fert—Oil, Lub.

Ntirogenous fertilizer material, f.o.b. East Coast producing points..unit-ton. 2.20 - —
Import, bgs., c.l.f. Atlantic ports, shipt..unit-ton. No prices
Nitromethane, l.c.l., dms., works, lb. .25 - —
Nitronaphthalene, bbls.....lb. .24 - .25
Nitropropane I, l.c.l., dms., works, lb. .25 - —
II, same basis.....lb. .25 - —
Nutgalls, Alleppo, bgs., cs....lb. No price
Chinese .....lb. .18 - —
Extract (see Gall extract).
Nutmegs, 80s, bgs., cs.....lb. .17½- .18
110s, bgs., cs.....lb. .16 - .16½
West Indian, bgs.....lb. .07½- .08
Nux vomica, bls.....lb. .05 - .06
powd., bbls., bxs.....lb. .08 - .09

O

Oakbark extract, 25% tan., bbls., c.l., works..lb. .03¼- —
l.c.l., bbls., works.....lb. .03¾- —
tanks .....lb. .02¾- —
Ochar (see Yellow).
Octane, 100-140° C., mixed, dms., c.l., G.3..gal. .12¾- —
lc.l., G.3.....gal. .17 - —
tanks, G.3.....gal. .10½- —
Octanol, normal, tech., 360-lb. dms., divd..lb. .35 - —
Octyl acetate, dms., c.l. works.lb. .16 - —
l.c.l., works.....lb. .17 - —
tanks, works.....lb. .15 - —
Oil, almond, bitter, artif. (see Benzaldehyde)
natural, bots.....lb. 2.75 - 3.00
s.p.a., bots.....lb. 3.00 - 3.25
sweet, true, exp., cns....lb. .70 - .75
Amber, crude, cns.....lb. .22 - .23
ref'd, cns.....lb. .75 - .80
Amyris, cns.....lb. 3.00 - 3.25
Angelica root, bots.....lb.80.00 Nom.
seed, bots.....lb.48.00 -53.00
Anilin (see A).
Anise, USP, cns., dms.....lb. .85 - .90
Apricot, kernels, cns.....lb. .28 - .29
Babassu, tanks.....lb. .05¾ Nom.
Bay, W. I., 50-55% phenols, cns..lb. 1.10 - 1.15
55-60% phenols, cns.....lb. 1.20 - 1.28
Bergamot, artif., cns.....lb. 1.75 - 2.50
natural, coppers.....lb. 7.25 Nom.
Birch (see Oil, sweet birch).
Birchtar, crude, dms.....lb. .27 - .28
rectified, cns.....lb. .85 - .90
Bois de rose, Brazil, cns.....lb. 1.55 - 1.60
Cade, USP IX (see Oil, juniper tar).
Cajeput, tech., dms.....lb. .58 - .68
USP, IX, cns.....lb. .71 - .72
Calamus, cns.....lb. 8.25 - 8.50
Camphor, sassafrassy, cns...lb. .31 - .32
dms.....lb. .28 - .29
white, cns.....lb. .35 - .37
dms.....lb. .32 - .33
Cananga, native, cns.....lb. 1.60 - 1.65
rectified, cns.....lb. 2.00 - 2.25
Capsicum (oleoresin), USP, VIII..cns. 3.50 - 3.75
Caraway, USP, cns.....lb. 5.00 Nom.
Cardamon, bots.....lb.15.00 -16.00
Cassia, USP, cs., dms.....lb. 1.40 - 1.45
Castor, blown, one-way dms., c.l..lb. .11¾- —
l.c.l. .....lb. .12½- —
Oil, castor, cold pressed, USP, bbls., c.l..lb. .10¼- —
l.c.l. .....lb. .11 - —
cns. (1-gal.), l.c.l.....lb. .14 - —
dms. (returnable), c.l...lb. .10 - —
l.c.l. .....lb. .10¾- —
(5-gal.), l.c.l.....lb. .12 - —
tanks .....lb. .09½- —
dehydrated, dms., c.l.....lb. .1310- —
l.c.l. .....lb. .13½- —
tanks .....lb. .12½- —
xtracted No. 3, tech., bbls., c.l..lb. .09¾- —
l.c.l. .....lb. .10½- —
dms. (returnable), c.l.....lb. .09½- —
l.c.l. .....lb. .10¼- —
tanks .....lb. .09 - —
sulphonated, 50% (43% fat), dms., c.l..lb. .07 - —
l.c.l. .....lb. .08 - —
75% (63% fat), dms., c.l..lb. .09¾- —
l.c.l. .....lb. .10¾- —
80% (68% fat), dms., c.l..lb. .10 - —
l.c.l. .....lb. .11 - —
Castor oil, USP, and No. 3, prices are divd. all points between N.Y. and Philadelphia, Albany, and N. E. States; Chicago c.l. prices ¾c. higher than N. Y.; l.c.l. prices ¾c. higher than N. Y.; one-way drums, ¼c. higher, all points.
Cedarleaf, cs.....lb. .90 - .95
dms.....lb. .85 - .90
Cedarwood, Oregon, cns., dms., lb. .28 - .30
Southern, cns., dms.....lb. .22 - .25
Celery, bots.....lb.11.50 -12.00
Chaulmoogra, USP, cns.....lb. .72½- —
Chinawood, dms.....lb. .26¾- .27
tanks .....lb. .25¾- —
Cinnamon, Ceylon, bots.....lb. 9.25 -27.00
Seychelle, bots.....lb. 7.25 - 8.00
Oil, citronella, Ceylon, cns....lb. .32 - .33
dms.....lb. .30 - .31
Java, cns., dms.....lb. .29 - .30
Clove, makers, USP, cns....lb. 1.15 - 1.20
dms.....lb. 1.10 - 1.15
Coconut, Manila, crude, tanks, lb. .02¾- —
edible, 76°, dms. (returnable), c.l..lb. .07½- —
l.c.l. .....lb. .08 - —
tanks .....lb. .06¾- —
Cod, Newf., bbls.....gal. .60 - —
Codliver, med., USP, bbls..bbl.70.00 -75.00
Coriander, bots.....lb.13.00 -13.25
Corn, crude, tanks, wks.....lb. .05¼- .05¾
rfd., bbls.....lb. .07¾- .07⅞
Cottonseed, cooking, bbls.....lb. .07½- —
salad, bbls.....lb. .07¾- —
Creosote (see C).
Croton, N. F., cns.....lb. 2.25 - 2.50
Cubeb, USP, cns.....lb. 3.25 - 3.50
Crude (see Petroleum, crude).
Cubeb, USP, cns.....lb. 3.00 - 3.25
Cypress, dom., bots.....lb. 5.25 - 5.50
import, cns.....lb.12.00 -12.25
Degras (see D).
Diesel, Bayonne, bulk.....bbl. 1.70 - 1.75
California, 24 plus, bulk...bbl. 1.55 - —
Dill seed, bots.....lb. 4.50 - 5.00
weed, bots.....lb. 5.25 - 5.50
Dip (see L).
Erigeron, cns.....lb. 2.15 - 2.20
Eucalyptus, cns.....lb. .66 - .68
dms.....lb. .64 - .68
Fennel, sweet, cns.....lb. 1.90 - 2.00
Fuel, bunker, California, tide-water..bbl. .75 - .80
Gulf Coast, at terminal..bbl. .80 - —
Louisiana, Arkansas, 10-14, bbl. .70 - —
N.Y. and N.J. terminals.bbl. 1.25 - —
North Texas, 18-22.....bbl. .72½- .77½
24-28, zero cold test....bbl. 1.00 - —
Oklahoma, 18-22.....bbl. .72½- .77½
24-28, zero cold test....bbl. 1.00 - —
24-28, 15 and above....bbl. .80 - —
Pennsylvania, 36-40.....gal. .04 - —
Furnace, Bayonne, 1, bulk, refinery..gal. .0510- —
2, bulk, same basis.....gal. .0410- —
4, bulk, same basis.....gal. .0410- —
Louisiana - Arkansas, 23 - 36, light straw..gal. .03½- .03¾
Oklahoma, 28-30.....gal. .03 - —
32-36 .....gal. .03¼- .03½
36-38 .....gal. .03½- .03⅝
38-40 zero, 60 c.p.....gal. .03¾- —
Fusel (see F).
Gas, 27 plus, Bayonne, bulk.gal. .0440- —
Gulf Coast, bulk.....gal. .03½- —
Group 3, bulk.....gal. .03¾- .04
Gaultheria (see Oil, wintergreen leaf).
Geranium, Algerian, rose, cns., lb. 4.00 - 5.00
Bourbon, cns.....lb. 4.00 - 5.00
Turkish (see Palmarosa).
Grapefruit, cns.....lb. 1.60 - 1.65
Grapeseed, dms.....lb. .40 - .45
Ginger, dist., bots.....lb. 4.10 - 4.25
Guaiac wood, concrete, bots..lb. 2.80 - 2.85
Haarlem, imp., bots.....gross No prices
Hemlock, cns.....lb. .85 - .90
Juniper berry, USP XI, cns..lb. 4.00 - 5.00
wood, tech., cns.....lb. .50 - —
Juniper tar, USP XI, cns....lb. .37 - .40
Lard, common, 1, bbls.....lb. .07 - —
2, bbls.....lb. .06¾- —
extra, bbls.....lb. .07½- —
1, bbls.....lb. .07¼- —
winter, strained, bbls.....lb. .07¾- —
prime, burning, bbls.....lb. .08½- —
prime, ined., bbls.....lb. .08 - —
Laurel, bots.....lb. 4.50 - 4.60
Lavandin, cns., 25 lbs.....lb. 3.25 Nom.
Lavender flower, French, 50% ester, cns..lb. 6.00 Nom.
38-42% ester, cns.....lb. 4.50 - 4.75
35-38% ester, cns.....lb. 4.00 - 4.25
30-32% ester, cns.....lb. 3.50 - 3.75
garden, cns.....lb. .55 - .70
spike, Spanish, tech., cns..lb. 1.10 - 1.15
dms.....lb. 1.05 - 1.10
Lemon, Calif., cns.....lb. 3.25 - —
Messina, coppers, cns.....lb. 4.75 Nom.
Terpeneless, Type 1.....lb.10.50 -16.50
Type 2.....lb. 8.35 -14.50
Lemongrass, native, cns., dms., lb. .65 - .70
Lime, dist., cns.....lb. 4.50 - 4.75
expressed, cns.....lb. 7.50 - 7.75
Terpeneless, Type 1.....lb.70.00 -78.00
Type 2.....lb.42.00 -46.50
Linaloe wood, cns.....lb. 1.30 - 1.35
Linseed, raw, dms., c.l.....lb. .0830- .0850
l.c.l., 10 to 69.....lb. .0870- .0890
5 to 9.....lb. .0890- .0910
less than 5.....lb. .0910- .0930
tanks .....lb. .0770- .0790
Boiled linseed oil .004 cents over raw.
Lovage, bots.....lb.41.25 -60.00
Lubricating, at refinery (including U.S. tax 4c. per gal):—California, green, 70, 80, 100, vis., dms.....gal. .15 - —
140 vis., dms.....gal. .16 - —
green, pale, 750, 900 vis., dms..gal. .17 - —
200, 300, 350, 400, 450, 500, 600, 700 vis., dms..gal. .17 - —
Oklahoma, bright stocks, 100-110 D, color 4.0-10 pour, tanks..gal. .15 - —
15-25 pour, tanks.gal. .15½- —
150-160 D, color, 4½, 0-10 pour, tanks..gal. .15½- —
15-25 pour, tanks..gal. .13½- —
150-160 E, color 5½, 15-25 pour,tanks..gal. .13½- —
190-200 D, color 4½, 15-25 pour, tanks..gal. .12½- —
neutrals, 0-10 pour, 150 vis., 3 colors, tanks..gal. .07 - —
180 vis., 5 color, tanks, gal. .09 - —
4 color, tanks.....gal. .09 - —
200 vis., color, tanks.. gal. .09 - —
4 color, tanks.....gal. .08½- —
250 vis., 3 color, tanks, gal. .10 - —
4 color, tanks.....gal. .10 - —
280 vis., 3 color, tanks, gal. .10½- —
4 color, tanks.....gal. .10 - —
10-25 pour prices are ½c. per gallon less than zero to 10° pour.
Pennsylvania, bright stocks, 8 color, 140-150 vis., 545-550 flash, 10 pour, tanks..gal. .14½- .15
15 pour, tanks.....gal. .13½- .14
25 pour, tanks.....gal. .12 - .14
cylinder oil, 600 flash, tanks..gal. .09 - .11
630 flash, tanks....gal. .11 - .13
600 steam refined, tanks, gal. .07 - .08
650 steam refined, tanks, gal. .08 - .10
Neutrals, 150 vis., 70°F., 3 color, 400-405 flash, zero pour, tanks..gal. .22½- —
10 pour, tanks.....gal. .21½- —
15 pour, tanks.....gal. .20½- —
25 pour, tanks.....gal. .19 - .20

OUTSELLS
ALL OTHER BRANDS COMBINED
3 TO 1

Exchange
OIL OF LEMON
U·S·P·

Sold to the American Market Exclusively by

FRITZSCHE BROTHERS, INC.
76 NINTH AVENUE, NEW YORK, N. Y.

•

DODGE & OLCOTT COMPANY
180 VARICK STREET, NEW YORK, N. Y.

Distributors for

CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIFORNIA

PRODUCING PLANT: EXCHANGE LEMON PRODUCTS CO., CORONA, CALIFORNIA

Oil, lubricating, Penna., neutrals, 200 vis., 70°F., 3 color, 420-422 flash, zero pour, tanks..gal. .24¼- —
10 pour, tanks.....gal. .23¼- —
15 pour, tanks.....gal. .22½- —
25 pour, tanks.....gal. .21 - .22
Mace, dist., cns., dms.....lb. 2.10 - 2.15
Mandarin, superior, coppers..lb. 7.25 - 9.00
Menhaden, crude, tanks, fut., Balto..gal. .21 Nom.
refd., alkali, dms.....lb. .0670- —
tanks .....lb. .0610- —
blown, dms.....lb. .0690- —
kettle-bodied, dms.....lb. .0790- —
light-pressed, dms.....lb. .0610- —
tanks .....lb. .0550- —
Mineral, white (see Oil, white mineral).
Mustard, artif., USP, bots., cns., lb. 1.50 - 1.60
dist., natural, bots.....lb. 8.50 - 9.00
Neatsfoot, 20° cold test, bbls., lb. .13¼- —
extra, bbls.....lb. .07½- —
1, bbls.....lb. .07¼- —
prime, bbls.....lb. .07¾- —
pure, bbls.....lb. .10½- —
sulphonated, common, 25% moisture, dms..lb. .10½- —
Neroli, bots.....lb. 200.00-325.00
Nutmeg, dist., cns., dms....lb. 2.10 - 2.15
Oleo, 1, bbls.....lb. .07¾- —
2, bbls.....lb. .07¼- —
Oiticica, dms.....lb. .18½- .19¼
Olibanum, bots.....lb. 5.00 - 5.25
Olive, denat., dms.....gal. 1.90 Nom.
edible, dms.....gal. 2.90 Nom.
foots, dms.....lb. .09½ Nom.
sulphonated, 50%, (42% fat), dms., c.l..lb. .09¼- —
l.c.l. .....lb. .10¾- —
75% (63% fat), dms., c.l..lb. .12¼- —
l.c.l. .....lb. .13¼- —
80% (68% fat), dms., c.l., lb. .127 - —
l.c.l. .....lb. .137 - —
Orange, sweet, dist., cs.....lb. .90 - —
expressed, African, cns., dms., lb. 1.40 - 1.50
Calif., cns.....lb. 2.00 - —
Florida, cns.....lb. 1.25 - 1.30
Messina, USP, coppers..lb. 8.25 Nom.
West Indies, cns.....lb. 2.00 - 2.10
terpeneless .....lb.42.00 -50.00
Origanum, cns.....lb. 1.05 - 1.45
Orris, Florentine, concrete, extra strong, bots..oz. 6.50 - 6.75
Palm, Niger, dms.....lb. .03¼ Nom.
shipments .....lb. .02⅞ Nom.
softs, 12½%, bulk, shipt....lb. .02⅛ Nom.
Sumatra, shipt., bulk.....lb. .02¼ Nom.
Palmarosa, cns.....lb. 2.25 - 2.50
Paraffin, 320° flash, 60-70 vis., tanks, G. 3..gal. .05¼- —
350° flash, 70-80 vis., tanks, G. 3..gal. .05¼- —
80-85 vis., bbls., extra, Ind. refy..gal. .12 - —
350° flash, 100-105 vis., bbls., extra, Ind. refy..gal. .14 - —
300° flash, 100-110 vis., tanks, G. 3..gal .05¾- —
Patchouli, bots., cns.....lb. 4.75 - 6.00
Peanut, crude, dom., tanks..lb. .05¼ Nom.
refd., edible, bbls.....lb. .08⅜ Nom.
Pennyroyal, dom., cns.....lb. 3.00 Nom.
import, cns.....lb. 2.50 - 2.75
Peppermint, natural, cns., dms., lb. 2.35 - 2.60
redist., USP, cns., dms....lb. 2.60 - 2.85
Perilla, dms.....lb. .18 - .18½
tanks .....lb. .17¼- .17½
Petitgrain, Paraguay, cns....lb. 1.35 - 1.40
Pimento berry, cns.....lb. 4.20 - 7.25
leaf, cns.....lb. 2.25 - 2.50
Pine, dest.-dist., straw-color, dms., dlvd., E. ports..gal. .50 - .55
steam-dist., dms.....gal. .59 - —
tanks .....gal. .54 - —
Pineneedle, Siberian, cns....lb. 1.25 - 1.30
Putty, bbls., E. Segundo, Richmond, Cal..gal. .22½- —
contracts .....gal. .19½- —
Whiting, Ind.....gal. .28 - —
dms., c.l., Boston, Providence, gal. .25 - —
l.c.l., same basis.....gal. .27 - —
tanks, same basis.....gal. .18 - —
Martinez, Cal.....gal. .28 - —
Rapeseed, blown, bbls.....lb. .17½ Nom.
denat., bbls.....gal. 1.10 - 1.15
Red, dist. or saponif., dms., dlvd..lb. .06¼- .07¼
tanks, dlvd.....lb. .05¾- —
Rose, artif., bots.....oz. 1.35 - 2.25
natural, coppers.....oz. 5.50 -22.50
Rosemary, Spanish, cns.....lb. .59 - .64
dms. .....lb. .54 - .59
Rosin, 1st rectfd., dms.....gal. .42 - —
2d rectfd., dms.....gal. .44 - —
3d rectfd., dms.....gal. .48 - —
Rue, bots.....lb. 3.00 - 3.25
Sage, cns.....lb. 2.00 - 3.00
Sandalwood, E.I., USP, cns..lb. 4.95 - 5.25
Mysore, cns., case lots.....lb. 5.50 - 5.75
Sardine, crude, fut., tanks, Pac. Cst..gal. .25 Nom.
refd., alkali, dms.....lb. .0670- —
tanks .....lb. .0610- —
kettle-bodied, dms.....lb. .0790- —
light-pressed, dms.....lb. .0610- —
tanks .....lb. .0550- —
Sassafras, artif., cns.....lb. .75 - —
dms. .....lb. .72 - —
natural, cns., dms.....lb. 1.00 - 1.25
Savin, cns.....lb. 5.00 - 5.25
Savory, cns.....lb. 3.50 - 3.75
Shingle stain, bbls., c.l., works, gal. .19 - —
l.c.l., works.....gal. .20 - —
tanks, works.....gal. .14 - —
Snakeroot, Canada, cns.....lb. 9.50 -10.50
Soybean, dom., crude, dms...lb. .05¼- .05¾
tanks .....lb. .04½- .04⅝
refd., dms.....lb. .06½- .07¼
tanks .....lb. .05¾- .06¼
Spearmint, dms.....lb. 2.10 - 2.15
Sperm, bleach, 38°, dms.....lb. .1100- —
45°, dms.....lb. .1030- —
natural, dms.....lb. .0980- —
Spruce, cns., dms.....lb. .80 - .85
Sweet, birch, North, cns.....lb. 2.25 - 2.65
South, cns.....lb. 1.55 - 1.70
Tall, crude, dms., c.l., works, ton.40.00 - —
l.c.l., works.....ton.45.00 -50.00
tanks, works.....ton.30.00 - —
distilled, dms., c.l., dlvd...lb. .05½- .07
l.c.l., dlvd.....lb. .06½- .08¼
tanks, dlvd.....lb. .05 - .06¾
refined, dms., c.l., works...lb. .04 - —
l.c.l., works.....lb. .04½- —
tanks, works.....lb. .03½- —
Tallow, acidless, bbls.....lb. .06¾- —
tanks .....lb. .06¼- —
Tansy, cns.....lb. 4.25 - 4.50
Tar, pine, com'l, dms., c.l., dlvd. E. cities..gal. .26 - —
E. ports, c.l.....gal. .25 - —
l.c.l. .....gal. .27 - —
tanks, dlvd. E. cities....gal. .20 - —
rectfd., USP, bbls., l.c.l., dlvd. E. ports..gal. .55 - —
Tar acid (see T).
Oil, teaseed, crude, dms.....lb. .15½ Nom.
Tea Tree (see Oil, Tl tree).
Thyme, NF, red, dms.....lb. .80 - 1.75
white, dms.....lb. .95 - 1.95
Tung (see Oil, chinawood).
Tl tree, cns.....lb. 2.30 - 2.80
Turkey red (see castor, sulphonated).
Turpentine (see T).
Turtle, cns.....gal. 6.00 - —
Valerian, bots.....lb. 8.00 - 9.00
Vetiver, bots.....lb. 3.75 -15.00
Whale, ref., natural, dms..lb. .0910- —
winter, bleach, dms.....lb. .0950- —
Wheat germ, cns., dms....gal.17.50 -25.00
White, mineral, dom., dms., tech., 50-60 vis., dms.gal. .31 - .38
65-75 vis., dms.....gal. .33 - .40
80-90 vis., dms.....gal. .34 - .41
USP, 80-90 vis., dms....gal. .36 - .43
95-105 vis., dms.....gal. .40½- .47½
125-135 vis., dms.....gal. .46 - .53
140-150 vis., dms.....gal. .49 - .55
175-185 vis., dms.....gal. .53½- .60¼
200-210 vis., dms.....gal. .56½- .63½
320-330 vis., dms.....gal. .64 - .71
335-345 vis., dms.....gal. .65 - .72
Russian, 80-90 vis., dms.gal. No prices
145-155 vis., dms.....gal. No prices
175-185 vis., dms.....gal. No prices
335-345 vis., dms.....gal. No prices
Wintergreen, natural, North, cns..lb. 4.35 - 5.00
South, cns.....lb. 3.05 - 3.75
synth, (see Methyl salicylate).
Wood (see Oil, chinawood).
Wormseed, cns.....lb. 3.60 - 3.70
Wormwood, cns.....lb. 4.65 - 4.75
Ylang-ylang, Bourb., bots., cns. lb. 4.00 - 8.00
Manila, bots.....lb.18.00 -22.00
Olivine, aggregate, c.l., mines, ton. 7.00 -11.00
Lumps, same basis.....ton. 7.00 - —
Spalls, same basis.....ton. 5.00 - —
ground, 325 mesh c.l., mines, ton.20.00 - —
200 mesh, c.l., mines....ton.17.00 - —
100 mesh, c.l., mines....ton.15.00 - —
20 mesh to dust.....ton.12.00 - —
Opium USP, cns.....lb.11.50 -12.50
gran., cns.....lb.12.50 -13.50
powd., cns.....lb.12.50 -13.50
Orange Lake, Persian, bbls....lb. .30 - .45
Mineral, Amer., bbls., 5 tons, dlvd. Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. of Cascade Mts. in Ore. and Wash..lb. .11 - —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash..lb. .11½- —
Colo., Mont., N. M., Wyo..lb. .11¼- —
Other points.....lb. .10¾- —
smaller lots, dlvd., Ala. etc..lb. .11½- —
Ariz., etc.....lb. .12 - —
Colo., Mont., N. M., Wyo..lb. .11¾- —
Other points.....lb. .11¼- —
French, Tours, casks, ex dock..lb. .13½- —
kgs., ex dock.....lb. .14½- —
Molybdate, bbls.....lb. .31 - —
Toner, bbls.....lb. .80 - —
Orangeflower petals, cs.....lb. .45 - .50

Oil, Lub.—Orthotoluene Sul.

Orange peel, bitter, bls.....lb. .09 - .10
sweet, bls.....lb. .11 - .12¼
Orris root, Florentine, bgs.....lb. .45 Nom.
fingers, cs.....lb. 1.35 Nom.
powd., bbls., bxs.....lb. .48 Nom.
Verona, bls.....lb. .34 Nom.
powd., bxs., cs.....lb. .37 Nom.
Orthoanisidin, bbls.....lb. .70 - —
Orthochloranilin, dms.....lb. .60 - .75
Orthochlorophenol, dms.....lb. .32 - —
Orthocresol, dms., c.l., works..lb. .16 - —
l.c.l., same basis.....lb. .16¼- —
Orthodichlorobenzene, dms., c.l., works, frt. alld. E. of Rockies..lb. .06 - —
l.c.l., same basis.....lb. .07 - —
100-lb. tins, same basis..lb. .08 - —
50-lb. tins, same basis..lb. .09 - —
tanks, same basis.....lb. .05½- —
Orthodichlorobenzene prices west of Rockies 1c. per lb. higher.
Orthonitroanilin, dms.....lb. .55 - —
Orthonitrochlorobenzene, dms..lb. .15 - .18
Orthonitroparachlorophenol, cns.lb. .75 - —
Orthonitrotoluene, dms.....lb. .09 - —
Orthophenetidin, dms.....lb. .80 - —
Orthotoluidin, dms.....lb. .19 - —
Osage orange extract, cryst., bbls. lb. .21 - —
liquid, 42°, bbls.....lb. .09 - —
51°, bbls.....lb. .10 - —
Oxyquinolin sulphate, cns., 100-lbs., works..lb. 3.50 - —
bots., cns., 1-50 lbs.....lb. 3.65 - 4.00
Orthotoluene hydrochloride, dms.lb. .22 - —
Sulphonate, kgs.....lb. 2.00 - 2.05

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GOOD SERVICE

Good?

● To every user of solvents there comes a time when the supplier *must* be able to render emergency service.

When this happens in YOUR plant—*as it is certain to do sooner or later*—you will realize why so many users of solvents consider Skellysolve the most economical. You will find that *you can depend on Skelly to come through*—whether it is a question of super-fast delivery, a knotty technical problem, or some other special service you *must* have to prevent a shutdown. That's Skellysolve service—that's what makes good service *good!*

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SKELLYSOLVE
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The Skellysolve line includes naphthas specially fractionated for all laboratory and industrial uses. We furnish a full line of V. M. & P. naphthas, mineral spirits, and lacquer diluents, as well as many other special hydrocarbons. Our technical staff has aided many manufacturers in developing formulas for new or improved products which have proved to be of great value. Write or wire for full information today.

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SOLVENTS DIVISION, SKELLY OIL CO.
SKELLY BLDG., KANSAS CITY, MO.

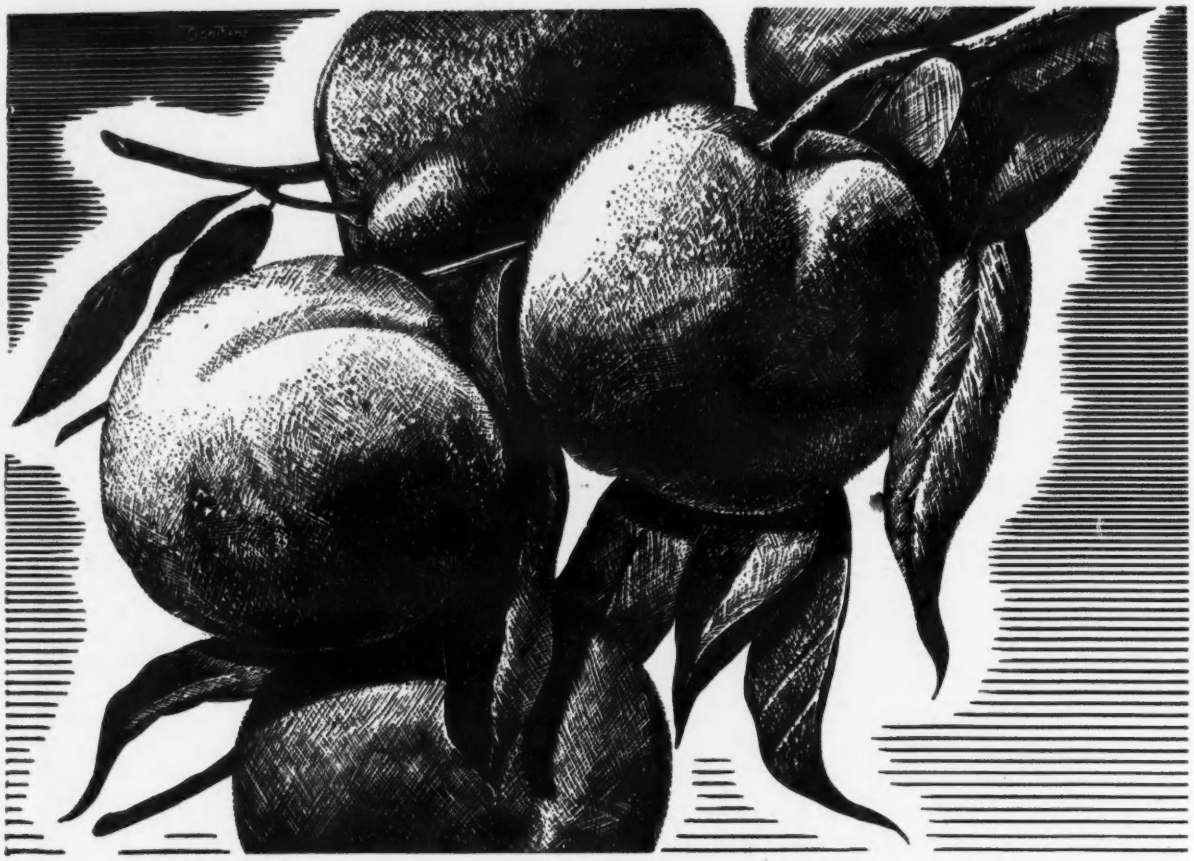
Papain—Pet. Thinners

P

Papain, powd., cs.....lb. 1.40 - 1.45
Paprika, Algerian, bgs.....lb. .35 - .36
Bulgarian, bgs.....lb. .29 - .30
Hungarian, extra fancy, bgs.lb. .40 - .41
medium, bgs.....lb. .37 - .37½
Portuguese, extra fancy, bgs.lb. .26½- .27½
fancy, bgs.....lb. .25½- .26½
Spanish, fancy, cs.....lb. .31 - .32
Parachlorophenol, dms.....lb. .32 - —
Paracymene, refd., dms.....gal. .75 - 1.25
Paradichlorobenzene, dms., c.l.lb. .11 - .12
l.c.l.....lb. .12½- .13½
Paraffin, crude, scale, white, 122-124 A.m.p., bgs., c.l., Okla., refy..lb. .02½- —
bbls., c.l., N.Y.....lb. .02½- —
124-126 A.m.p., bgs., c.l., Okla., refy..lb. .02½- .02¾
bbls., c.l., N.Y.....lb. .02½- .02¾
yellow, 124-126 A.m.p., bbls., c.l., N.Y.. .0235- —
fully refd., bgs., 123-125 A.m.p., bgs., c.l..lb. .0570- —
128-130 A.m.p., bgs., or loose, c.l..lb. .0570- —
131-133 A.m.p., bgs., or loose, c.l..lb. .0595- —
133-135 A.m.p., bgs., or loose, c.l..lb. .0625- —
135-137 A.m.p., bgs., or loose, c.l..lb. .0650- —
138-140 A.m.p., bgs., or loose, c.l..lb. .0725- —
Paraffin, fully refd., 143-145 A.m.p., bgs., or loose, c.l..lb. .0820- —
151-153 A.m.p., bgs., or loose, c.l..lb. .15 Nom.
Refined paraffin prices in cases are ½c. lb. higher than bags price; solid in tankcars is 5c. lower.
match, A.m.p. up to and incl. 110-112 bbls., c.l..lb. .03½- —
semi-rfd., solid, 122-124 A.m.p., bgs..lb. .03 - —
Paraformaldehyde, dms., 1,000 lbs. or more, shipments, f.o.b. Perth Amboy, Philadelphia, or N. Y .C..lb. .23 - —
100 to 900 lbs. shipments, same basis..lb. .24 - —
Paraldehyde, tech., 98%, 55 and 110 gal. dms., c.l., works.lb. .10 - —
l.c.l., works.....lb. .11¼- —
5- and 10-gal. dms., works..lb. .15 - —
USP, cs., cbys.....lb. .37 - .45
Paranisidine, dms.....lb. .75 - —
Paranitroanilin, kgs., works...lb. .47 - —
Paranitrochlorobenzene, kgs...lb. .15 - —
Paranitrophenol, kgs.....lb. .35 - —
Paranitrotoluene, kgs.....lb. .30 - —
Paraphenylenediamine, bbls....lb. 1.25 - 1.30
Paratoluenesulphonamide, bbls.lb. .70 - —
Paratoluidin, bbls.....lb. .48 - —
Pareira brava root, bls.....lb. .20 - .21
Paris green, dealer, dms., bbls., c.l., f.o.b. works, frt. alld.lb. .23 - .25
l.c.l., same basis.....lb. .24 - .26
Passion flower, herb, bls.....lb. .08 - .09
Patchouli leaves, bls.....lb. .28 - .30
Pellitory root, bls.....lb. .30 - .32
Pennyroyal leaves, bls.....lb. .15 - .16
Pentane, norm., 28-38°, dm., c.l., G.3..gal. .11½- —
l.c.l., G.3.....gal. .16 - —
tanks, G.3.....gal. .08½- —
Pentane, laboratory grade, dms., c.l., G. 3..gal. .14 - —
l.c.l., G.3.....gal. .25 - —
Pepper, black, Alleppey, bags.lb. .07¾- —
Lampong, bags.....lb. .04 - .04½
Tellicherry, bags.....lb. .07½- .07¾
White, Java, Muntok, bags..lb. .07⅝- .07⅝
Singapore, Muntok.....lb. .07¼- .07½
Red, chillis, Japan, Hontaka..lb. .24½- .25
Mombassa, bgs.....lb. .28 - .28½
Peppermint leaves, dom., bls..lb. .45 - .50
imports, bls.....lb. .75 - .80
Perchlorethylene, dms., c.l., works, frt. alld., zone 1..lb. .08 - —
l.c.l., same basis.....lb. .08½- —
Zone 2, dms., c.l., works, frt. alld..lb. .08½- —
l.c.l., same basis.....lb. .09 - —
Zone 3, dms., c.l., works, frt. alld..lb. .09 - —
l.c.l., same basis.....lb. .09½- —
Zone 4, dms., c.l., f.o.b. stock points..lb. .09 - —
lb. .09 - —
l.c.l., same basis.....lb. .09½- —

All prices on perchlorethylene are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. L. A., Cal.; S. F., Cal.; Portland, Ore., and Seattle, Wash. Zone 1 includes the following states:—Conn., Md., N. Y., Va., Ky., Me., N. J., Vt., W. Va., Mo., N. H., Tenn., Ind., Ia., Pa., R. I., Ill., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb.; Kansas City, Kansas. Zone 2 includes Ala., Kan., except Kansas City, N. D., Ga., Neb., except Omaha; S. D., Miss., Ark., S. C., La., Okla., and Fla. Zone 3 includes Colo., N. M., Wyo., Texas and Eastern Montana, Zone 4 includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Cal.

Peru, balsam, dms.....lb. .65 - .67
Petrolatum, amber, dms., c.l..lb. 02¾- —
l.c.l.....lb. .03¾- —
amber, extra, dms.....lb. .03 - —
l.c.l.....lb. .04 - —
white, cream, dms., c.l.....lb. .04 - —
l.c.l.....lb. .05½- —
lily, dms., c.l.....lb. .04¾- —
l.c.l.....lb. .06¾- —
snow, dms., c.l.....lb. .05½- —
l.c.l.....lb. .07½- —
Petroleum, crude, bulk, at wells:—
California.....bbl. .42 - 1.75
Canada.....bbl. 2.10 - 2.17
Central West:—
Illinois.....bbl. .53 - 1.15
Lima.....bbl. .90 - —
Michigan.....bbl. .92 - 1.18
Princeton.....bbl. 1.05 - —
East Texas.....bbl. 1.10 - —
Gulf Coast.....bbl. .74 - 1.41
Kentucky, Tennessee.....bbl. 1.10 - 1.20
Louisiana, Arkansas.....bbl. .73 - 1.20
Mexico.....bbl. No prices
Midcontinent:—
North Texas.....bbl. .51 - 1.10
Oklahoma-Kansas....bbl. .68 - 1.10
Pennsylvania, Ohio, West Virginia:—
Bradford, Allegany.....bbl. 1.85 - —
Corning.....bbl. 1.12 - —
N. Y. Transit lines....bbl. 1.85 - —
Eureka lines.....bbl. 1.44 - —
S. W. Penn lines.....bbl. 1.50 - —
Lower district in National Transit lines..bbl. 1.78 - 1.78
Rocky Mountains.....bbl. .51½- 1.80
South Central and Southwestern Texas..bbl. .73 - 1.27
Texas Panhandle.....bbl. .67 - .96
West Texas.....bbl. .53 - .95
Ether, 30-60°, dms., c.l., G.3, gal. .14½- —
l.c.l., G.3.....gal. .25½- —
tanks, G.3.....gal. .13½- —
35-60°, dms., l.c.l., G.3....gal. .30½- —
40-75°, dms., c.l., G.3....gal. .14½- —
l.c.l., G.3.....gal. .25½- —
tanks, G.3.....gal. .13½- —
laboratory grade, dms., c.l., G.3..gal. .14½- —
c.l., G.3.....gal. .25½- —
10-gal. lots, G.3.....gal. .50½- —
Lacquer, diluent, at refinery:—
California, 100 l.b.h., 200 e.p., tanks, dlvd., Los Angeles..gal. .11 - —
San Francisco..gal. .11½- —
f.o.b. Richmond.....gal. .11 - —
Willbridge, Ore., Fort Wells, Wash..gal. .12 - —
East Coast, tanks.....gal. .09½- .10
Group 3, toluol type, tanks, gal. .07⅞- —
benzol type, tanks.....gal. .07⅞- —
Naphtha, cleaners', at refinery:—
East Coast, tanks.....gal. .09 - .10¼
Group 3, tanks.....gal. .06⅞- .07
tankwagon, Boston, ex tax, gal. .13½- —
Bridgeport.....gal. .13½- —
Chicago, inc. 4c. tax...gal. .18 - —
Decatur, inc. 4c. tax...gal. .1910- —
tankwagon, Des Moines, inc. 4c. tax..gal. .1890- —
Des Moines, inc. 4c. tax, gal. .1890- —
Evansville, inc. ex tax.gal. .15 - .16
Milwaukee, inc. 5c. tax.gal. .2030- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .20½- —
Newark, ex tax.....gal. .10½- —
New York, ex tax.....gal. .10½- —
Omaha, ex tax.....gal. .1490- .1590
Oklahoma City, ex tax.gal. .16½- —
Philadelphia, ex tax...gal. .12 - —
St. Louis, inc. 1c. tax.gal. .15½- —
Syracuse, 150 gals.....gal. .14½- —
smaller lots, galv. drums, gal. .10 - —
milk cans.....gal. .21 - —
High-solvency, aromatic, No. 1, over 70% arom., tanks, f.o.b. Bayway..gal. .20 - —
2, over 90% arom., same basis..gal. .21 - —
3, same basis.....gal. .22 - —
No. 8, tanks, f.o.b. Paulsboro, N. J..gal. .16½- —
30, same basis.....gal. .17½- —
40, same basis.....gal. .17¾- —
V. M. & P., at refinery:—
California, 46.5, 254 l.b.p., 380 e.p., tanks, f.o.b. El Segundo..gal. .11 - —
Richmond.....gal. .11½- —
Willbridge, Ore., Pt. Wells, Wash..gal. .12 - —
54-57, 190 l.b.p., 310 e.p., tanks, dlvd. Los Angeles, gal. .10 - —
San Francisco.....gal. .10½- —
Portland, Seattle.....gal. .11 - —
East Coast, tanks.....gal. .09½- —
Group 3, tanks.....gal. .06⅞- .07
tankwagon, Boston, ex tax, gal. .14½- —
Chicago, inc. 4c. tax...gal. .17 - —
Des Moines, inc. 4c. tax.gal. .1890- —
Decatur, inc. 4c. tax...gal. .1910- —
Evansville, Ind., ex tax, gal. .1520- .1620
Milwaukee, inc. 5c. tax.gal. .2030- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .20 - —
Newark, ex tax.....gal. .11½- —
New York, ex tax.....gal. .10½- —
Omaha, ex tax.....gal. .1490- .1590
Philadelphia, ex tax...gal. .13 - —
St. Louis, inc. 1c. tax.gal. .1570- —
Solvent, rubber, at refinery, East Coast, tanks..gal. .09½- —
Group 3, light, 120 l.b.p., 250 e.p., tanks..gal. .06⅞- .07
standard, 180 l.b.p., 288 e.p., tanks..gal. .06⅞- .07
Stoddard (CS 3-33), at refinery:—
East Coast, tanks.....gal. .08⅞- .09½
Group 3, tanks.....gal. .06⅞- .06¼
tankwagon, Boston, ex tax, gal. .14 - —
Chicago, inc. 4c. tax...gal. .1640- —
Decatur, inc. 4c. tax...gal. .1860- —
Des Moines, inc. 4c. tax.gal. .1840- —
Evansville, Ind., ex tax.gal. .14 - .15
Milwaukee, inc. 5c. tax.gal. .1980- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .1820- —
Newark, ex tax.....gal. .09½- —
New Orleans, ex tax...gal. .11 - —
New York, ex tax.....gal. .09½- —
Omaha.....gal. .1360- .1450
Philadelphia, ex tax...gal. .13 - —
St. Louis, inc. 1c. tax..gal. .1340- —
Tulsa, ex tax.....gal. .10½- .11⅛
Thinners, at refinery:—
California, 166-252 b.r., 59.5 a.p.i., tanks, ex tax, Los Angeles..gal. .10 - —
Portland.....gal. .11 - —
San Francisco.....gal. .10½- —
Seattle.....gal. .11 - —
198-290 b.r., 56.4 a.p.i., tanks, ex tax, Los Angeles..gal. .10 - —
Portland.....gal. .11 - —
San Francisco.....gal. .19½- —
Seattle.....gal. .11 - —



The Result of Careful Cultivation

Factory products—like Nature's products—are dependent for their quality upon the use of good basic materials and care. Many manufacturers—proud of their products, and intent upon achieving finer results—are turning to Niagara Alkali Company as their source of supply for Caustic Soda, Caustic Potash and Carbonate of Potash—because Niagara products are recognized for their dependable uniformity and consistently high quality. If you are seeking finer results, let Niagara meet your requirements for good basic materials.

Niagara ALKALI COMPANY
60 EAST 42nd STREET, NEW YORK, N. Y.
Affiliated with Electro Bleaching Gas Company, Pioneer Manufacturer of Liquid Chlorine

CAUSTIC SODA
CARBONATE OF POTASH
CAUSTIC POTASH

Petroleum thinners, at refinery, Calif., 246-397 b.r., 47.7 a.p.i., tanks, ex tax, Los Angeles	gal.	.10 - —
Portland	gal.	.11 - —
San Francisco	gal.	.10½- —
Seattle	gal.	.11 - —
312-408 b.r., 40.8 a.p.i., tanks, ex tax, Los Angeles	gal.	.08½- —
Portland	gal.	.09½- —
San Francisco	gal.	.09 - —
Seattle	gal.	.09½- —
318-393 b.r., 35.2 a.p.i., tanks, ex tax, Los Angeles	gal.	.13 - —
Portland	gal.	.14 - —
San Francisco	gal.	.13 - —
Seattle	gal.	.14½- —
East Coast, 43-47, tanks	gal.	.08¾- .09½
47-49, tanks	gal.	.10½- —
Group 3, tanks	gal.	.05½- —
Tankwagon, tax included:—		
Albany	gal.	.13½- —
Baltimore (100 gals.)	gal.	.14 - —
25-99 gals.	gal.	.16 - —
Boston	gal.	.13½- —
Bound Brook, North Amboy, N. J.	gal.	.13½- —
Bridgeport, Conn.	gal.	.11¼- —
Buffalo	gal.	.15½- —
Camden, N. J.	gal.	.10 - .11½
Chicago	gal.	.1670- —
Decatur	gal.	.1810- —
Des Moines	gal.	.1790- —
Evansville, Ind.	gal.	.1420- .1520
Milwaukee	gal.	.1930- —
Minneapolis-St. Paul	gal.	.19½- —
Newark	gal.	.09½- —
New York (200 gals.)	gal.	.09½- —
Omaha	gal.	.12½- —
Pittsburgh	gal.	.11¾- .13½
Providence	gal.	.12 - —
Rochester	gal.	.12½- —
St. Louis	gal.	.1470- —
Syracuse	gal.	.10½- —
Trenton	gal.	.10¾- —
Wilmington, Del.	gal.	.12½- —
Phenobarbital, 5-lb. bots.	lb.	3.95 - —
bots. or cns., 100 lbs., spot or contract.	lb.	3.60 - —
25-lb. cns.	lb.	3.85 - —
Phenol, USP, dms., c.l., works, frt. equald.	lb.	.13 - —
l.c.l., same basis	lb.	.13¾- —
under 1,000 lbs.	lb.	.14¾- —
tanks, works	lb.	.12 - —
Phenolphthalein, USP, bbls., dms., 2,000-lb. lots	lb.	.85 - —
bbls., dms., kegs, 100-250 lbs.,	lb.	.87 - .89
yellow, fib. dms., 2,000-lb. lots,	lb.	.80 - —
100-lb. fib. dms	lb.	.82 - —
25-lb. dms	lb.	.87 - —
50-lb. kgs	lb.	.84 - —
Phenyl chloride, dms	lb.	.17 - —
Phenylacetaldehyde, bots	lb.	2.10 - 2.50
Dimethylacetate, cns	lb.	14.50 -15.00
Phenyl ethyl acetate, cns	lb.	2.90 - 3.00
Phenylethyiphenyl acetate, bots.,	lb.	8.00 -15.00
Phenylhydrazine, base, CP, bots,	lb.	4.00 - —
hydrochloride, CP, bots., works.	lb.	4.00 - —
commercial, kgs., works	lb.	1.50 - —
pure, bbls., works	lb.	2.25 - —
Phlorogiucinol, CP, tins, wks.	lb.	20.00 -22.00
tech., tins, works	lb.	15.00 -16.50
Phosphate rock, Fla., high-grade, hard, 77% basis, 76% min., bulk, mines	long ton.	4.35 - —
land pebble, 68% min., bulk, mines	long ton.	1.90 - —
70% min., bulk, mines	long ton.	2.15 - —
land pebble, 72% min., bulk, mines	long ton.	2.40 - —
75% basis, 74% min., bulk, mines	long ton.	2.90 - —
Tenn., 72% bulk, mines	long ton.	4.50 - —
75% bulk, mines	long ton.	5.50 - —
Phosphorus, red, cs	lb.	.40 - .44
yellow, dms	lb.	.18 - .20
cases	lb.	.23 - .25
Oxychloride, cyls	lb.	.15 - .18
Pentoxide, dms., c.l., works	lb.	.11 - .12
l.c.l., dms., works	lb.	.13 - .14
Sesquisulphide, cs	lb.	.38 - .42
Trichloride, cyls	lb.	.15 - .16
Phthalamide, bbls., works, tons,	lb.	.35 - —
single bbls., works	lb.	.40 - —
kgs., works	lb.	.45 - .50
Phthalic anhydride, bbls., c.l., works, frt. alld. E. of Miss. R.	lb.	.14½- —
l.c.l., same basis	lb.	.15½- —
Pichi leaves, bgs	lb.	.13 - .14
Pilocarpine hydrochloride, bots., vls.	oz.	3.25 - 3.75
Nitrate, bots., vls	oz.	3.15 - 3.65
Pimento, bags	lb.	.14¼- .14¾
Pinkroot, bls	lb.	.40 - .41
Pitch, burgundy (see B).		
Coaltar, 160° m.p., bbls., c.l., works	ton.	19.00 - —
l.c.l.	ton.	22.00 - —
Hardwood, 1-time dms., c.l., dlvd. Akron	ton.	23.75 -24.00
Linseed, dms	lb.	.05 - .05½
Petroleum (see Asphaltum, Mexican, Texas).		
Pine, bbls	bbl.	6.00 - 6.50
Plaster of Paris (see Gypsum).		
Pleurisy root, Southern, bls.	lb.	.12 - .13
Podophyllin, dms., dlvd. E. of Miss.	lb.	4.50 - 4.70
Poke root, bls	lb.	.07 - .07½
Pomegranate bark, bgs	lb.	.52 - .53
Root bark, bgs	lb.	.47 - .48
Poppy flowers, red, bls	lb.	.75 - .80
Seed, Dutch, bgs	lb.	.20 - .20½
Turkish, bgs	lb.	.17 - .17½
Potash abietate	lb.	.08 - —
Acetate, tech., bbls., dlvd.	lb.	.26 - —
kgs., dlvd.	lb.	.28 - —
USP, bbls., 250 lbs.	lb.	.28 - —
kgs., 100 lbs.	lb.	.30 - —
cns., 25 lbs.	lb.	.31 - .44
Arsenite, USP, solut., cbys., 100 lbs.	lb.	.11 - —
demj., 50 lbs.	lb.	.12 - —
Bicarbonate, USP, cryst., bbls., 300 lbs.	lb.	.17 - —
kgs., 100 lbs.	lb.	.19 - —
gran., bbls., 250 lbs.	lb.	.17 - —
kgs., 100 lbs.	lb.	.19 - —
Bichromate, spot, c.l., works.	lb.	.08¾- —
6 casks or 10 bbls., or over, works.	lb.	.09 - —
5 casks or 9 bbls., or less, works.	lb.	.09¼- —
Bromide, USP, gran., bbls., 500 lbs.	lb.	.27 - —
fib. dms., 100 lbs.	lb.	.28 - —
Carbonate, calc., dms., c.l., works.	lb.	.06½- —
l.c.l., same basis	lb.	.06¾- —
hydrated, 83-85%, bbls., c.l., works.	lb.	.05½- —
l.c.l., same basis	lb.	.05¾- —
liquid, dms., c.l., works, frt. alld.	lb.	.03 - —
l.c.l., dms., same basis	lb.	.03125- —
tanks, same basis	lb.	.0275- —
USP, gran., bbls., 325 lbs.	lb.	.14 - —
powd., bbls., 325 lbs.	lb.	.19 - —
kgs., 100 lbs.	lb.	.21 - —

Pet. Thinners—Pyrophylite

Potash, caustic, flake, 88-92% dom., c.l., works	lb.	.07 - —
l.c.l.	lb.	.07¼- .07½
import, dms.	lb.	No prices
liquid, 45% basis, dms.	lb.	.03½- .03¾
tanks	lb.	.02¾- —
solid, 88-92%, dom., dms., c.l., works	lb.	.06¼- —
l.c.l.	lb.	.06½- .06¾
import, dms.	lb.	No prices
Chlorate, cryst, kgs.	lb.	.11 - —
powd., kgs.	lb.	.10 - —
Chloride, tech., 98%, cryst., bgs., kgs.	lb.	.04 Nom.
Chromate, kgs.	lb.	.24 - .27
Citrate, USP, gran., bbls., 250 lbs.	lb.	.32½- —
kgs., 100 lbs.	lb.	.34½- —
cns., 50 lbs.	lb.	.35½- —
cns., 25 lbs.	lb.	.37½- —
Cyanide, dms., works.	lb.	.75 - —
Cyanide, gold, 11% gold, bots., works.	oz.	14.20 -14.45
Glycerophosphate, 75% sol., dms., 1,000-lb. lots.	lb.	1.00 - —
100-lb. lots.	lb.	1.10 - —
50-lb. lots, cbys., or cns.,	lb.	1.15 - —
25-lb. lots, cns.	lb.	1.25 - —
Guaiacolsulphonate, fib. dms., 100-lb. lots.	lb.	1.60 - 1.65
cns., 25 lbs.	lb.	1.75 - —
Hydroxide, USP, sticks, cns., 100 lbs. to 1,000 lbs.	lb.	.32 - .34
Hypophosphite, cns., 100 lbs.	lb.	.72 - —
25 to 50 lbs.	lb.	.75 - —
Iodate, bots., 5 lbs.	lb.	3.35 - —
cns., 25 lbs.	lb.	3.46 - —
Iodide, bbls., 250 lbs.	lb.	1.20 - —
bots. or cns.	lb.	1.20 - 1.55
dms.	lb.	1.20 - 1.23
Kainit, 20% K_2O, bulk, ex-vessel, Atlantic or Gulf ports.	ton.	No prices
Manure salt, dom., min., 30% K_2O, bulk, ex-vessels, ports.	unit-ton.	.60 - —
import, 30% K_2O, bulk, ex-vessel, Atlantic or Gulf ports.	ton.	No prices

Domestic manure salt prices, basis f.o.b., Carlsbad, N. M., are 11.2c. per unit of K_2O less than the ex-vessel price named above. Prices in bags are $2 per ton higher than bulk prices.

Metabisulphite, kgs.	lb.	No price.
Muriate, dom., min., 50% or 62% K_2O, bulk, ex-vessel, ports.	unit-ton.	.53½- —
import, min. 50% or 60% K_2O, bulk, ex-vessel, Atlantic or Gulf port.	unit-ton.	No prices
Atlantic or Gulf ports.		

Domestic muriate of potash prices, basis f.o.b. Carlsbad, N. M., are 11.2c. per unit of K_2O less than the ex-vessel price named above. Prices, basis f.o.b. Trona, Cal., are 8c. per unit of K_2O less than the ex-vessel price. Prices in bags are $2 per ton higher than the bulk price.

Oxalate, pure, cryst., kgs.	lb.	.30 - .31
tech., bbls.	lb.	.25 - .26
Nitrate, crude, bgs., c.i.f. ports.	ton.	No prices
Perchlorate, kgs., works	lb.	.09½- .11
Permanganate, tech., dms.	lb.	.18½- .19
Prussiate, red, bbls.	lb.	.45 Nom.
Yellow, bbls.	lb.	.17 - .19
Recinoleate, tech., bbls.	lb.	.13 - —
Silicate alkaline, lumps, bgs.	lb.	.07 - —
Sulphate, NF, cryst., 400 lbs., bbls.	lb.	.18 Nom.
100-lb. kgs.	lb.	.20 - —
powd., 350 lbs., bbls.	lb.	.19 Nom.
100-lb. kgs.	lb.	.21 - —
tech., dom., bgs., basis 90% K_2SO_4, ex-vessel, ports.	ton.	36.25 - —
bulk, same basis	ton.	34.25 - —
imp., min., 90%, bgs., ex-vessel, Atl. or Gulf ports.	ton.	No prices
Xanthate, dms., c.l.	lb.	.13 - —
Potash-magnesia, sulphate, dom., bgs, 40%, K_2SO_4, ex-vessel, ports.	ton.	27.00 - —
bulk, same basis	ton.	25.00 - —
Potash-soda ferricyanide, dms., works.	lb.	.36 - .39
Potash titanium oxalate, 350-lb. bbls.	lb.	.40 - —
100-lb. dms.	lb.	.40 - —
Prickly ash bark, bls.	lb.	.12 - .13
Berries, bgs.	lb.	.28 - .30
Prince's pine herb, bls.	lb.	.22 - .23
Propane, tanks, Group 3	gal.	.08¾- .09
Psyllium seed (see Fleaseed).		
Pulsatilla, bls.	lb.	.75 - .80
Pumice stone, Italian, Amer.-grd., 4F, 3F, 2F, 1½F, and coarser, bbls., 3 or over, works.	lb.	No prices
less than 3, works.	lb.	No prices
F and 1, bbls., 3 or over, works.	lb.	No prices
less than 3, works.	lb.	No prices
O, O-½, O-¾, and ½, bbls., 3 or over, works.	lb.	No prices
less than 3, works.	lb.	No prices
Ital.-grd., bgs., c.l., ship., ex dock, N.Y.	ton.	No prices
l.c.l., 5-29 tons, ex whse.	ton.	No prices
1,000-10,000 lbs., ex whse.	ton.	No prices
2 bgs. to 1,000 lbs., ex whse.	ton.	No prices
single bgs., ex whse.	ton.	No prices
Pumpkin seed, bgs.	lb.	.10 - .11
Purple lake (see Red).		
Putty, com'l, dms.	100 lbs.	3.15 - —
linseed oil, raw, dms.	100 lbs.	5.00 - —
refined, dms.	100 lbs.	5.50 - —
standard, dms.	100 lbs.	4.20 - —
Pyrethrum concentrate, liq. (20 to 1), basis 2.4% pyrethrin (Seil test) 55-gal. dms. (incl.) frt. alld., or dlvd., on 15 gls., or more, standard brand, odorless.	gal.	4.95 - —
(30 to 1), 3.6% pyrethrin, 55-gal. dms. (incl.), frt. alld., or dlvd., on 15 gals. or more, standard brand, colorless.	gal.	7.35 - —
Pyrethrum flowers, coarse, grnd. (g.d.p.), Japan, bgs., frt. alld., 15 tons or over.	lb.	.23 - .24
fine powd. Japan, bbls., ton lots, frt., alld.	lb.	.25 - .26
Pyridin, denaturing, dms.	gal.	1.71 - —
refd., 2°, dms.	lb.	.51 - —
Pyrites, Spanish, bulk, c.i.f. Atl. ports.	unit-ton.	.12-.13 Nom.
Pyrocatechin, CP, cryst., works, fib. dms., tins.	lb.	2.15 - 2.40
resublimed, fib. dms., tins.	lb.	4.60 - —
Pyrophylite, standard, 200 mesh, c.l., mines.	ton.	9.00 - —
325 mesh, same basis	ton.	12.00 - —
No. 3, 200 mesh, c.l., mines.	ton.	7.50 - —
325 mesh, same basis	ton.	12.00 - —

SOLVAY PRODUCTS

TRADE MARK REG. U. S. PAT. OFF.

SOLVAY CAUSTIC POTASH LIQUOR

(*Made in U. S. A.*)

also SOLID — LUMP FLAKE — GROUND

Shipped in tank cars, Solvay Liquid Potash contains 48% to 50% Potassium Hydroxide. In drums, this clear liquor contains 45% KOH. But whether shipped in tank cars or drums, Solvay Caustic Potash Liquor *is free from sludge impurities.*

SOLVAY CAUSTIC POTASH, like all Solvay products, "measures up" in every way to meet the actual performance standards of the trades in which it is used. In the dry forms (solid, lump, flake or ground) it contains 88-92% KOH.

Write for a copy of the Solvay Products Book which contains information on this and other Solvay products. Write to Dept. AG-10.

OTHER SOLVAY PRODUCTS

Soda Ash—Caustic Soda—Modified Sodas—Special Alkalies—Heavy Duty Cleansers—Nitrite of Soda—Liquid Chlorine—Calcium Chloride — Ammonium Chloride — Para-Dichlorobenzene — Orthodichlorobenzene — Ammonium Bicarbonate — Potassium Carbonate (Liquid 47% — Granular Hydrated 83-85%—Dustless Calcined 98-100%).

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by The Solvay Process Company

40 RECTOR STREET NEW YORK, N. Y.

BRANCH SALES OFFICES:

Boston Charlotte Chicago Cincinnati
Cleveland Detroit New Orleans
New York Philadelphia Pittsburgh
St. Louis Syracuse

STANDARD SINCE 1881

Pyroxylin—Soda, Hyposulphite

Pyroxylin scrap, amber, cs., works..lb. .12 - —
black, cs., works.....lb. .10 - —
china white, ivory, cs., works, lb. .13 - —
dense, white, cs., works....lb. .10 - —
gray, cs., works.....lb. .08 - —
mixed, mottles, opaque, cs., works..lb. .04 - —
translucent pastels, cs., works..lb. .10 - —
transparent, cs., works...lb. .20 - —
colors, cs., works.....lb. .12 - —
shavings, amber, cs., works..lb. .16 - —
colors, mixed, cs., works..lb. .10 - —
white, cs., works.....lb. .15 - —

Q

Quassia chips, bls.....lb. .05 - .06
Quebracho extract, liquid, 35% tan, bbls., works..lb. .04 - —
tanks, works.....lb. .03½- —
solid, 63%, bgs., c.l., ex dock, plus duty..lb. .04½- —
clarified, 64%, bgs., c.l., same basis..lb. .04¾- —
Queen of the meadow leaves, bgs..lb. .07½- .08
Root, bgs.....lb. .10 - .11
Quercitron, extract, liquid, 51°, bbls..lb. .08½- .09½
solid, dms.....lb. .11 - .16½
Quicksilver, dom., flasks, (76 lbs. net, dlvd., N.Y..flask. 170.00 -175.00
European, flasks (76 lbs. net), c.l.f., N. Y., incl. war risk insurance..flask. 207.00 - —
ex store.....flask. 209.00 - —
Quince seed, bgs.....lb. 1.10 - 1.15
Quinidine, N.F.V., cryst., cns..oz. 1.06 - —
powd., precip., cns.....oz. 1.01 - —
Sulphate, cns.....oz. .71 - —

Subject to surcharge of 7c. per oz.; see note under Quinine.

Quinine, 100 ozs., cns.....oz. .84 - —
Acetate, cns.....oz. 1.05 - —
Arsenate, cns.....oz. 1.05 - —
Arsenite, cns.....oz. 1.07 - —
Bisulphate, cns.....oz. .60 - —
Citrate, cns.....oz. .78 - —
Dihydrobromide, bots.....oz. .82 - —
Dihydrochloride, bots.....oz. .82 - —
Ethylcarbonate, cns.....oz. .85 - —
Ferrocyanide, cns.....oz. 1.07 - —
Formate, cns.....oz. 1.00 - —
Glycerophosphate, cns.....oz. 1.00 - —
Hydrochloride, cns.....oz. .76 - —
Hydrochlorosulphate, cns.....oz. .81 - —
Hydroiodide, cns.....oz. 1.05 - —
Hypophosphite, cns.....oz. 1.07 - —
Phosphate, cns.....oz. .90 - —
Salicylate, cns.....oz. .79 - —
Sulphate, USP, XI, cns.....oz. .67 - —
Sulphocarbonate, cns.....oz. 1.05 - —
Tannate, cns.....oz. .63 - —
Tartrate, cns.....oz. 1.03 - —
Valerate, cns.....oz. .90 - —

Quinine buyers must pay a surcharge of 7c. per oz. to cover present war risk insurance, ocean freight rates, and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Quinine-urea hydrochloride, cns.oz. .81 - —

Subject to surcharge of 7c. per oz.; see note under Quinine.

R

R, salt, dry, bbls.....lb. .55 - —
paste, dms.....lb. .52 - —
Rapeseed, Dutch, black, bgs...lb. .12 - .13
Japanese, bags.....lb. No stocks
Raspberries, dried, bls.....lb. .65 - .67
Red, alizarin lake, bbls., dlvd. N. of Tenn., and N. C. E. of Miss. R., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. 1.10 - 1.90

Red, Alizarin lake prices are ½c. higher dlvd. Ala., Fla., Ga., Ia. (Shreveport, 1¼c.). Miss., N. C., S. C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.). Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. Coast for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.

Cadmium, lithopone, deep shade, bbls., ton lots, works, frt. alld..lb. .90 - —
smaller lots, same basis, lb. .95 - —
kgs., ton lots, same basis, lb. .95 - —
smaller lots, same basis, lb. 1.00 - —
light shade, bbls., ton lots, same basis..lb. .75 - —
smaller lots, same basis, lb. .80 - —
kgs., ton lots, same basis, lb. .80 - —
smaller lots, same basis, lb. .85 - —
light-medium shade, bbls., ton lots, same basis..lb. .80 - —
smaller lots, same basis, lb. .85 - —
kgs., ton lots, same basis, lb. .85 - —
smaller lots, same basis, lb. .90 - —
maroon shades, bbls., ton lots, same basis..lb. 1.00 - —
smaller lots, same basis, lb. 1.05 - —
kgs., ton lots, same basis, lb. 1.05 - —
smaller lots, same basis, lb. 1.10 - —
medium shade, bbls., ton lots, same basis..lb. .85 - —
smaller lots, same basis, lb. .90 - —
kgs., ton lots, same basis, lb. .90 - —
smaller lots, same basis, lb. .95 - —
Selenide, bbls., dark, works, lb. 2.70 - —
light, works.....lb. 2.40 - —
orange, bbls., 100-lb. lots, works..lb. 1.50 - —
Carmine, 40, dms., 100 lbs...lb. 4.50 - —
50 lbs.....lb. 4.60 - —
cns., 5 lbs.....lb. 4.75 - —
1 lb.....lb. 4.85 - —
Crocus martis (see Red, purple oxide).
Eosin toner, bbls.....lb. 1.25 - —
Indian, pure, bbls., f.o.b. Bethlehem, Easton, E. St. Louis, N. Y..lb. .08¾- —
80%-85%, bbls., same basis.lb. .07¼- —
Iron oxide (see Red oxide).
Red, Lake C toner, bbls., same basis, alizarin, lake, contracts..lb. .90 - —
open order.....lb. .90 - —
Lithol toner, bbls., same basis, alizarin, lake, contracts..lb. .55 - —
open order.....lb. .60 - —
Rose lake, bbls.....lb. .20 - .23
Pink, bbls.....lb. .15 - .20
Lithol-rubine toner, bbls., same basis, alizarin lake, contracts..lb. 1.35 - —
Maroon lake, 25%, kgs., same basis, alizarin lake, contracts, lb. .40 - —
Oxide (see Red, purple oxide).
Mercury oxide, tech., dom., bbls, lb. 2.81 - —
Metallic, bbls., Pa., works...lb. .02 - —
Orange, Persian (see O).
Oxide, pure, bbls., c.l., works, lb. .08½- —
l.c.l., works.....lb. .09¼- —
reduced, 85% copperas oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, E. St. Louis, Copley, Ohio..lb. .08¼- —
80% copperas oxide, bbls., same basis..lb. .07¾- —
Para, toner, concent., kegs, same basis, alizarin lake, contracts..lb. .70 - —
open order.....lb. .75 - —
Persian, Gulf, oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, N.Y..lb. .05 - —
ex whse., Chicago, St. Louis..lb. .05¾- —
San Fran., Los Ang., Portland, Seattle..lb. .05½- —
Phloxin toner (see Red, Eosin toner).
Phosphotungstic rhodamine Y, kgs..lb. 3.90 - —
Purple lake, kgs.....lb. .60 - 1.00
Oxide, bbls., f.o.b. Bethlehem, Easton, E. St. Louis..lb. .03 - —
Toner, kgs.....lb. 1.50 - 2.00
Scarlet ink toner, kgs., same basis, alizarin lake..lb. .55 - —
Lake, kgs., same basis alizarin lake..lb. .25 - .30
Spanish, oxide, bbls., f.o.b. N.Y..lb. .04½- —
Toluidine toner, kgs., same basis, alizarin lake..lb. 1.05 - —
Tuscan, bbls., f.o.b. N. Y., E. St. Louis..lb. .11 - .40
Venetian, bbls., works.....lb. .0220- —
10%, bbls., works.....lb. .0245- —
15%, bbls., works.....lb. .0265- —
20%, bbls., works.....lb. .02¾- —
25%, bbls., works.....lb. .03 - —
30%, bbls., works.....lb. .03¼- —
35%, bbls., works.....lb. .0360- —
40%, bbls., works.....lb. .04 - —
Vermilion, Amer., bbls., same basis alizarin lake..lb. .15 Nom.
quicksilver, bbls.....lb. 3.12 - 3.17
Red dyes are listed under Dyes.
Red precipitate, N. F., powd., fib., dms., 50 lbs. or more..lb. 3.06 - —
Red saunders wood, ground, bbls, lb. .35 - —
Resorcinol, tech., 200 lb. dms., frt., alld., E. of Miss..lb. .68 - —
smaller quantities, works..lb. .74 - —
U.S.P., cryst. 100 lbs., dms., frt., alld., E. of Miss..lb. 1.80 - —
Rhatany root, bgs.....lb. .12 - .14
Rhodinol, bots.....lb. 5.50 -10.90
Rhubarb, cs.....lb. .30 - .33
powd., bbls., kgs.....lb. .52 - .55
Rochelle salt, cryst., bbls., 5,000 lbs., 1 ship't..lb. .25¾- —
smaller lots.....lb. .26¼- —
powd., bbls., 5,000 lbs., 1 ship't..lb. .24¾- —
smaller lots.....lb. .25¼- —
Rose flowers, pale, bls.....lb. .45 - .50
powd., bbls.....lb. 2.50 - 3.00
Rosemary, flowers, bls.....lb. .45 - .50
leaves, bls.....lb. .09 - .10
Rosin, gum, B, bbls., ex dock, 100 lbs. 2.10 - —
D, bbls.....100 lbs. 2.19 - —
E, bbls.....100 lbs. 2.12 - —
F, bbls.....100 lbs. 2.12 - —
G, bbls.....100 lbs. 2.12 - —
H, bbls.....100 lbs. 2.12 - —
I, bbls.....100 lbs. 2.12 - —
K, bbls.....100 lbs. 2.16 - —
M, bbls.....100 lbs. 2.13 - —
N, bbls.....100 lbs. 2.31 - —
W. G., bbls.....100 lbs. 2.75 - —
W. W., bbls.....100 lbs. 3.19 - —
X, bbls.....100 lbs. 3.19 - —
wood, F.F., spot, bbls...100 lbs. 1.60 - 2.20
Rottenstone, dom., bgs., c.l., f.o.b. mines..ton. 25.50 - —
l.c.l., f.o.b. mines....ton. 37.50 - —
Import, lum, bbls.....lb. No prices
powd., bbls.....lb. No prices
Rue, bls.....lb. .30 - .35

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Sabadilla seed, powd., bbls....lb. .22 - .23
Saccharin, dms., 100 lbs.....lb. 1.45 - —
cns., 25 lbs.....lb. 1.48 - 1.50
Safflower, bls.....lb. .35 - .40
Saffron, Mexican, bls.....lb. .35 - .40
Spanish, tins.....lb. 24.00 -25.00
Safrol, cns.....lb. .90 - —
dms.....lb. .85 - —
Sage, Dalmatian, stemless....lb. No stocks
garden, bls.....lb. No stocks
Sago flour, bgs.....lb. .03½- .04
Salicin, bots., 5 lbs.....lb. 7.04 - —
cns., 25 lbs.....lb. 7.00 - —
Salol, gran., bbls., 200 lbs....lb. .90 - —
bxs., 25 lbs.....lb. .93 - —
kgs., 100 lbs.....lb. .90 - —
powd., fib, dms., 25 lbs....lb. 1.03 - —
kgs., 100 lbs.....lb. 1.00 - —
Salt, rock, bgs., dlvd., N.Y...ton. 13.70 - —
l.c.l., bgs., dlvd., N.Y...ton. 15.50 -16.10
vacuum, common, fine, bgs., c.l., dlvd., N.Y...ton. 15.70 - —
l.c.l., dlvd., N.Y.....ton. 16.60 -19.70
Saltcake, grd., dom., bbls., works, ton. 24.00 Nom.
bulk, works.....ton. 17.00 Nom.
import, bulk, c.i.f.....ton. 20.00 Nom.
Chrome (see Chrome cake).
Saltpeter, dbl., refined, cryst., 10-20 tons, bbls..100 lbs. 8.50 - 9.60
1-9 tons.....100 lbs. 8.75 - 9.75
less than ton lots..100 lbs. 9.00 -10.00
gran., bbls., 10-20 tons, 100 lbs. 7.60 - —
1-9 tons.....100 lbs. 7.75 - —
less than ton lots..100 lbs. 8.00 - —
powd., bbls., 10-20 tons.100 lbs. 8.60 - —
1-9 tons.....100 lbs. 8.75 - —
less than ton lots...100 lbs. 9.00 - —
Santonin, cryst., cns.....kilo. 145.00 -150.00
Saponin, crude, cns.....lb. 2.25 - 2.50
Purified, cns., 25 lbs.....lb. 3.00 - 3.25
Sarsaparilla root, Honduras, bls.lb. .30 - .31
Mexican, bls.....lb. .12½- .13
Sassafras, bark, ord., bls.....lb. .13 - .14
select, bls.....lb. .20 - .21
Savory, bales .....lb. .39 - .40
Saw palmetto berries, bgs.....lb. .08 - .09
Scammony root, bgs.....lb. .07 - .08
resin, lump, cns.....lb. .85 - —
powd., bxs.....lb. .90 - —
Schaeffer's salt, bgs.....lb. .46 - —
Seidlitz mixture, bbls., 5,000 lbs., 1 shipmt..lb. .20½- —
smaller lots.....lb. .20¾- .23¾
kegs, 5,000 lbs., 1 shipm't..lb. .20¾- —
smaller lots.....lb. .21½- —
Selenium, pwd. A, 10-lb. tins..lb. 2.00 - —
100-lbs. cases.....lb. 1.75 - —
Senega root, spot, bls.....lb. .67 - .70
Senna leaves, Alexandria, half leaf, bls..lb. .16 - .17
siftings, bgs.....lb. .16 - .17
Tinnevelly, No. 1, bls.....lb. .12 - .13
2 bls.....lb. .10 - .11
3 bls.....lb. .08½- .09
powd., bbls., bxs.....lb. .12 - .13
Pods, bls.....lb. .09 - .10
Serpentaria root, bls.....lb. .65 - .70
Shellac, bleached, bonedry, bbls., f.o.b., N.Y..lb. .23 - .24
dlvd., Boston.....lb. .23½- .24½
Chicago .....lb. .23¾- .24¾
Pacific Coast.....lb. .26 - .27
rfd., bbls., f.o.b. N.Y.....lb. .29 - .30
dlvd., Boston.....lb. .29½- .30½
Chicago .....lb. .29¾- .30¾
Pacific Coast.....lb. .32 - .33
Garnet, bgs.....lb. .18½- .19
Orange, D.C., VSO., Diamond L cases..lb. .25 - —
Superfine, bgs., f.o.b. Bost., N.Y..lb. .13½- —
dlvd., Chicago.....lb. .14 - .14½
Pacific Coast.....lb. .16½- .17
T.N., bgs., f.o.b. Bost., N.Y..lb. .13 - .13½
dlvd., Chicago.....lb. .13½- .14
Pacific Coast.....lb. .16 - .16½
Varnish, Metro. area, orange, 5-lb. cut, bbls..gal. 1.05 - 1.10
4½-lb. cut, bbls.....gal. 1.00 - 1.05
4-lb. cut, bbls.....gal. .95 - 1.00
white, 5-lb. cut, bbls.....gal. 1.15 - 1.20
4½-lb. cut, bbls.....gal. 1.10 - 1.15
4-lb. cut, bbls.....gal. 1.05 - 1.10
Prices, dlvd., Boston or Chicago, 10c. per gal. higer.
Silica, amorhp., dry-grd., 95-97%, 325 mesh, bgs., c.l., works..ton. 17.00 - —
l.c.l., 2½ tons, works, ton. 19.00 - —
smaller lots, works, ton. 20.00 - —
wet-grd., 95-97%, 325 mesh, bgs., c.l., works..ton. 19.00 - —
l.c.l., 2½ tons, works, ton. 21.00 - —
smaller lots, works..ton. 25.00 - —
95-97%, 400 mesh, bgs., c.l., works..ton. 30.00 - —
l.c.l., 2½ tons, works, ton. 35.00 - —
smaller lots, works..ton. 38.00 - —
96-98%, 325 mesh, bgs., c.l., works..ton. 20.00 - —
l.c.l., 2½ tons, wks..ton. 21.50 - —
smaller lots, works..ton. 23.00 - —
99%, 325 mesh, bgs., c.l., works..ton. 22.00 - —
l.c.l., 2½ tons, works, ton. 25.50 - —
smaller lots.....ton. 27.00 - —
hard-quartz, 99½%, 325 mesh, bgs., c.l., works..ton. 13.50 - —
l.c.l., works.....ton. 18.50 - —
140 mesh, bgs., c.l., works, ton. 11.00 - —
l.c.l., works.....ton. 16.00 - —
Silver, bullion.....oz. .34¾- —
Govt. purchase, dom., metal, oz. .7111- —
Govt. purchase, foreign metal, oz. .35 - —
Cyanide, cns., 2,500 ozs.....oz. No prices
1,000 ozs.....oz. No prices
500 ozs.....oz. No prices
80 to 100 ozs.....oz. No prices
Nitrate, vis.....oz. .26⅞- —
Nucleinate, bots., cns., 480-oz. lots..oz. .30 - .31
Proteinate, bots., cns., 480-oz. lots..oz. .29 - .30
Simarubra barks, bls.....lb. .30 - .35
Skullcap, Eastern, bls.....lb. .23 - .24
Western, bls.....lb. .14 - .15
Skunk cabbage root, bls.....lb. .11 - .12
Slate flour, bgs., c.l., works..ton. 9.00 - —
l.c.l., works.....ton. 10.00 -15.00
Sloe berries, bgs.....lb. .20 - .22
Smalt, black, extra velvet, cnts. lb. .05 - .08
Blue, cnts.....lb. .07 - .08½
Snakeroot, Canada, bls.....lb. .24 - .26
Soapbark, bls.....lb. .13 - .14
crushed, bls., bbls.....lb. .17 - .18
cut, German, bls., bbls.....lb. No stocks
dom., bbls.....lb. .22 - .23
powd., bbls.....lb. .20 - .21
Soda, acetate, anhyd., dms., dlvd. lb. .08¼- .10
flake, gran., powd., 60%, dms., c.l., dlvd..lb. .04 - —
l.c.l., dlvd..lb. .04½- .05
powd., 90%, dms., c.l., dlvd., lb. .06 - —
l.c.l., dlvd.....lb. .06¾- —
Alginate, dms., bbls., works..lb. .39 - .70
Antimoniate, bbls., dlvd.....lb. .14½- .15
Arsenate, dms., dealers, c.l., works..lb. .07 - .08
l.c.l., dms., works.....lb. .07¾- .08¾
Arsenite, dry, gray, dms., c.l., dealers, works..lb. .06½- .07½
l.c.l., dms., works.....lb. .07¼- .09¼
white, dms., c.l., dealers, works..lb. .08 - .09
l.c.l., dms., works.....lb. .08¾- .10¾

Soda arsenite, dry, gray, prices are ¾c. per pound higher in Chicago; 1c. per pound higher in Houston, Tex., and Colorado. White prices are 1c. per pound higher in Tex. and Colo.

Ash, dense, 58%, bgs., c.l., works..100 lbs. 1.10 - —
l.c.l., Zone 1.....100 lbs. 2.13 - —
2 .....100 lbs. 2.28 - —
3 .....100 lbs. 2.53 - —
4 .....100 lbs. 2.93 - —
bbls., c.l., works....100 lbs. 1.35 - —
l.c.l., Zone 1.....100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l., works.....100 lbs. .95 - —
extra light, 58%, bgs., c.l., 100 lbs. 1.05 - 1.08
l.c.l., Zone 1.....100 lbs. 2.08 - —
2 .....100 lbs. 2.23 - —
3 .....100 lbs. 2.48 - —
4 .....100 lbs. 2.88 - —
bbls., c.l., works.....100 lbs. 1.45 - —
l.c.l., Zone 1.....100 lbs. — - —
2 .....100 lbs. 2.60 - —
3 .....100 lbs. 2.85 - —
4 .....100 lbs. 3.25 - —
bulk, c.l.....100 lbs. .90 - —
light, 58%, bgs., c.l., works, lbs. 1.05 - 1.08
l.c.l., Zone 1.....100 lbs. 2.08 - —
2 .....100 lbs. 2.23 - —
3 .....100 lbs. 2.48 - —
4 .....100 lbs. 2.88 - —
Soda ash, light, 58%, bbls., c.l., works..100 lbs. 1.35 - —
bbls., l.c.l., Zone 1..100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l.....100 lbs. .90 - —

Soda ash l.c.l. prices are per 100 lbs. f.o.b. recognized warehouse points and include delivery in any quantity to customer's sidewalk within recognized local trucking distance of seller's warehouse. The sales zones are:—Zone 1: All Northern U.S. E. of Miss. river and North of the Southern boundaries of Ky. and Va., including also St. Louis, Mo., and Davenport, Ia., parallel; La., Miss., Ala., South of 31° Texas, E. of 100° Meridian and S. of 31° parallel and Fla., in Ms., N. H. and Vt.; special local zone prices apply for ship't to various counties. Zone 2: Ark. East of 93° Meridian, Neb., E. of 98° Meridian; Tex., N. of 31° parallel and E. of 100° Meridian (except Wichita Falls), Ala., La., and Miss. N. of 31° parallel; Iowa (except Davenport), Ga., Minn., Mo. (except St. Louis), N. and S. C. and Tenn. Zone 3: Kansas, Neb., W. of 98° Meridian, Tex., W. of 100° Meridian (including Wichita Falls, but excluding El Paso), N. and S. D., Okla., Ark., W. of 93° Meridian. Zone 4: El Paso, Tex.; Ariz., Colo., Idaho, Mont., Nev., N. M., Utah and Wyo.

Benzoate, tech., bbls., 4,000 lbs. or more..lb. .39 - —
1,000 to 3,900 lbs.....lb. .40 - —
900 lbs. or less.....lb. .43 - —
USP, bbls., fib., 4,000 lbs. or more..lb. .46 - —
1,000 to 3,900 lbs.....lb. .47 - —
900 lbs. or less.....lb. .50 - —
Bicarbonate, tech., bbls., c.l., works..100 lbs. 1.70 - —
l.c.l. .....100 lbs. 2.05 - —
bgs., c.l.....100 lbs. 1.55 - 1.60
l.c.l. .....100 lbs. 1.90 - 1.95
USP, gran., bbls., c.l., works, 100 lbs. 2.25 - —
powd., bbls., c.l., works, 100 lbs. 1.85 - —
l.c.l., dlvd., N.Y..100 lbs. 2.51 - —
kgs., c.l.....100 lbs. 2.10 - —
l.c.l., dlvd., N.Y..100 lbs. 2.76 - —
Bichromate, spot, c.l., works..lb. .06⅞- —
l.c.l., 6 cks. or 10 bbls. or over, works..lb. .07 - —
5 cks. or 9 bbls. or less, works..lb. .07¼- —
Bifluoride, bbls.....lb. .11½- .12
Bisulphite, powd., bbls., c.l., bbls., works..100 lbs. 3.00 - 3.10
l.c.l., works.....100 lbs. 3.50 - 3.60
solution, 32 deg., bbls., c.l., works..100 lbs. 1.30 - —
l.c.l., bbls., works..100 lbs. 1.55 - —
33 deg., bbls., c.l., works, 100 lbs. 1.35 - —
l.c.l., bbls., works..100 lbs. 1.60 - —
35 deg., bbls., c.l., works, 100 lbs. 1.40 - —
l.c.l., bbls., works..100 lbs. 1.65 - —
44 deg., bbls., works..100 lbs. 1.55 - —
l.c.l., bbls., works..100 lbs. 1.80 - —
Bromide, USP, gran., bbls., 500 lbs..lb. .27 - —
fiber dms., 100 lbs.....lb. .28 - —
Cacodylate, 1-kilo bots.....lb. 6.00 - —
Carbonate (see Soda ash, soda monohydrated, soda sal).
Caustic, flake, 76% powd., ammon. process, bbls., c.l., works..100 lbs. 2.95 - —
dms., c.l., works..100 lbs. 2.70 - —
l.c.l., Zone 1....100 lbs. 3.55 - 4.90
2 .....100 lbs. 3.70 - 5.05
3 .....100 lbs. 3.95 - 5.30
4 .....100 lbs. 4.35 - 5.70
electro process, dms., c.l., works..100 lbs. 2.70 - —

l.c.l., same zone prices as ammonia process.

liquid, 47-49%, buyers' tanks, works..100 lbs. 1.92½- —
sellers' tanks, works, 100 lbs. 1.95 - —
70%, buyers' tanks, works, 100 lbs. 1.97½- —
sellers' tanks, works, 100 lbs. 2.00 - —
solid, 76% ammon., process, dms., c.l., works..100 lbs. 2.30 - —
l.c.l., Zone 1....100 lbs. 3.15 - —
2 .....100 lbs. 3.30 - —
3 .....100 lbs. 3.55 - —
electro process, dms., c.l., works..100 lbs. 2.30 - —

l.c.l., same zone prices as ammon. process.

Caustic soda l.c.l. prices are on the same basis as those for soda ash. The sales zones are also the same.

Chlorate, dom., cryst., bgs., c.l., works..lb. .06¼- —
l.c.l., works.....lb. .06½- —
powd., bgs., c.l., works..lb. .06½- —
l.c.l., works.....lb. .07 - .08½
Chromate, spot., c.l., works..lb. .08¼- —
l.c.l., 6 cks., 10 bbls. or over, works..lb. .08⅜- —
smaller quantities.....lb. .08⅝- —
Citrate, USP VIII, 225-lb. bbls., lb. .18½- —
cns., 50-lb. lots.....lb. .20½- —
25-lb. lots.....lb. .22½- .23½
kgs., 100-lb. lots.....lb. .19½- —
USP XI, gran., bbls., 250-lb. lots..lb. .24 - —
boxes, 50-lb. lots.....lb. .26 - —
cns., 25-lb. lots.....lb. .28 - .29
kgs., 100-lb. lots.....lb. .25 - —
USP XI, powd., bbls., 250-lb. lots..lb. .24½- —
boxes, 50-lb. lots.....lb. .26½- —
cns., 25-lb. lots.....lb. .29½- —
kgs., 100-lb. lots.....lb. .25½- —
Cyanide, 96-98%, dom., dms..lb. .14 - .15
import, 90%, cs.....lb. No price
Diacetate, 33-35% acidity, bbls., dlvd..lb. .09 - —
Fluoride, white, 90%, bbls., c.l., frt. alld..lb. .07 - —
l.c.l., 10 or over, same basis..lb. .07½- —
1-9, same basis.....lb. .08 - —
95%, bbls., c.l., same basis, lb. .07¼- —
l.c.l., 10 or over, same basis..lb. .07¾- —
1-9, same basis.....lb. .08¼- —

Soda fluoride prices at Los Angeles are f.a.s. works.

Glycerophosphate, NF, cryst., bbls., 1,000-lb. lots..lb. 1.10 - —
smaller lots.....lb. 1.25 - —
cns., 25 lbs.....lb. 1.50 - —
powd., bbls., 1,000-lb. lots..lb. 1.15 - —
smaller lots.....lb. 1.30 - —
cns., 25 lbs.....lb. 1.55 - —
Hydrosulphite, dms.....lb. .16 - .17
Hydroxide, USP, sticks, cns., 100 to 1,000-lb. lots..lb. .20 - .22
Hypophosphite, N. F., cns., 100-lb. lots..lb. .67 - —
Hyposulphite, cryst., large, bgs., c.l., wks., frt. equal'd, 100 lbs. 2.25 - —
bbls., same basis...100 lbs. 2.45 - —
l.c.l., bgs., works, frt. equal'd..100 lbs. 2.50 - —
bbls., same basis...100 lbs. 2.70 - —

Soda, hyposulphite, pea, bgs., c.l., works..100 lbs. 2.60 - —
bbls., works.....100 lbs. 2.80 - —
dms., works.....100 lbs. 3.10 - —
5,000 lbs. and over, bgs., works..100 lbs. 2.75 - 3.00
bbls., works.....100 lbs. 2.95 - 3.20
dms., works.....100 lbs. 3.25 - 3.60
2,500 to 5,000 lbs., bgs., works..100 lbs. 2.85 - 3.10
bbls., works.....100 lbs. 3.05 - 3.30
dms., works.....100 lbs. 3.35 - 3.60
500 to 2,500 lbs., works, 100 lbs. 3.10 - 3.25
bbls., works.....100 lbs. 3.30 - 3.55
dms., works.....100 lbs. 3.60 - 3.85
less than 500 lbs., bgs., works..100 lbs. 3.70 - 3.95
bbls., works.....100 lbs. 3.90 - 4.15
dms., works.....100 lbs. 4.20 - 4.45
Iodate, jars.....lb. 5.49 - —
Iodide, jars.....lb. 2.42 - —
bots.....lb. 2.53 - 2.57
Mandelate, dms., 100-lb. dms.lb. 3.25 - —
Metanilate, bgs.....lb. .41 Nom.
Metasilicate, anhyd., dms., c.l., works, frt. equal'd..100 lbs. 3.75 - —
15 dms. and over, dlvd. N.Y..100 lbs. 4.65 - —
3-14 dms., same basis..100 lbs. 4.80 - —
1-2 dms., same basis..100 lbs. 5.05 - —
gran., bbls., c.l., works...lb. 2.35 - —
10 bbls. and over, dlvd., N.Y..lb. 3.10 - —
1-9 bbls., dlvd. N.Y.....lb. 3.35 - —
Molybdate, kgs., works.....lb. .60 - —
less kgs.....lb. .65 - —
Monohydrated, bbls.....100 lbs. 2.60 - —
works .....100 lbs. 2.30 - —
Naphthionate, bbls.....lb. .50 - —
Nitrate, crude, c.l., 100-lb. bgs., dlvd., f.o.b. cars producing point or ports, Oct.-June, rail or boat shipment..ton.29.40 - —
200-lb. bgs., same basis...ton.28.70 - —
bulk, same basis.....ton.27.00 - —
rfd., gran., bbls., 10 tons.... 100 lbs. 2.50 - —
1-9 tons.....100 lbs. 2.65 - —
smaller lots.....100 lbs. 2.90 - —
powd., bbls., 10 tons.100 lbs. 5.50 - —
1-9 tons.....100 lbs. 5.65 - —
Nitrite, 96-98%, dom., bbls., c.l., works, frt. equalized, lb. .06¾- —
c.l., West Coast, f.o.b. ports..lb. .08 - —
l.c.l. .....lb. .08¼- .11¼
Soda nitrite l.c.l. prices range represents delivery at various points.
Orthosilicate, flake, dms., c.l., works..100 lbs. 3.00 - —
Oxalate, neut., bbls.....lb. .09 - —
kgs. .....lb. .10 - .11
Perborate, NF, bbls., c.l., works, lb. .14¾- —
l.c.l., works.....lb. .15¼- —
Pentachlorphenate briquets, single bgs., works..lb. .26 - —
70 lbs., bgs., works.....lb. .19¼- —
490 lbs., bgs., works.....lb. .17½- —
powd., 100 lbs., bgs., works, lb. .19 - —
500 lbs., bgs., works.....lb. .17 - —
Phosphate, dibasic, anhyd , bgs., c.l., works..100 lbs. 5.15 - —
l.c.l., works.....100 lbs. 6.10 - —
bbls., c.l., works...100 lbs. 5.35 - —
l.c.l., works.....100 lbs. 6.30 - —
cryst., tech., bgs., c.l., works, 100 lbs. 2.10 - —
l.c.l., works.....100 lbs. 2.50 - —
bbls., c.l., works...100 lbs. 2.30 - —
l.c.l., works.....100 lbs. 2.70 - —
monobasic, anhyd., bgs., c.l., works..100 lbs. 7.25 - —
l.c.l., works.....100 lbs. 8.00 - —
bbls., c.l., works...100 lbs. 7.45 - —
l.c.l., works.....100 lbs. 8.20 - —
tribasic, bgs., c.l., works..lb. 2.25 - —
l.c.l., works.....100 lbs. 2.65 - —
bbls., c.l., works...100 lbs. 2.45 - —
l.c.l., works.....100 lbs. 2.85 - —
bgs., c.l., works...100 lbs. 2.95 - —
l.c.l., works.....100 lbs. 3.35 - —
USP (dibasic), bbls., works, lb. .09 - .11
dried, bbls., dms., works..lb. .11½- .14
Picramate, kgs.....lb. .65 - —
Prussiate, yellow, bbls., 10,000 lbs. or more..lb. .10½- —
contracts .....lb. .09½- —
smaller lots.....lb. .10¾- —
contracts .....lb. .09¾- —
Pyrophosphate, anhyd., bgs., c.l., works, frt. equal'd.100 lbs. 5.10 - —
l.c.l., same basis..100 lbs. 5.35 - 5.60
bbls., c.l., works, frt. equalized..100 lbs. 5.30 - —
l.c.l., same basis...100 lbs. 5.55 - 5.80
Ricinoleate, tech., bbls.....lb. .12 - —
Sal., bgs., dlvd. N. Y...100 lbs. 1.20 - —
works .....100 lbs. 1.00 - —
bbls., dlvd. N. Y.....100 lbs. 1.30 - —
works .....100 lbs. 1.10 - —
Salicylate, bxs.....lb. .52 - —
Sesquicarbonate, bgs., c.l., works, 100 lbs. 1.50 - —
bbls., c.l., works...100 lbs. 1.70 - —
bbls., l.c.l., Zone 1...100 lbs. 2.70 - —
2 .....100 lbs. 2.85 - —
3 .....100 lbs. 3.10 - —
4 .....100 lbs. 3.50 - —
Soda sesquicarbonate l.c.l. prices are on same basis as those for soda ash and caustic soda. The sales are also the same.
Sesquisilicate, dms., c.l., works, 100 lbs. 2.90 - —
10 dms. or over, dlvd. N. Y. C., lb. 4.00 - —
1-9 dms.....lb. 4.25 - —
Silicate, 40° turbid, dms., c.l., works..100 lbs. .80 - —
l.c.l., 5 or more, works, 100 lbs. 1.05 - —
1 to 4, works....100 lbs. 1.20 - —
52°, dms., c.l., works..100 lbs. 1.40 - —
l.c.l., 5 or more, works, 100 lbs. 1.65 - —
1 to 4, works.....100 lbs. 1.80 - —
Silicofluoride, dom., bbls....lb. No prices
import, bbls.....lb. .08½ Nom.
Stannate, dms.....lb. .33½- .36½
Stearate, lump, powd., bbls., works..lb. .19 - .24
Sulphate, anhyd., bgs., bbls., c.l., works..100 lbs. 1.45 - 1.65
5 tons or over, works, 100 lbs. 1.70 - 1.90
less than 5 tons, works, 100 lbs. 1.95 - 2.15
cryst. (see Glauber's salt).
Sulphide, cryst., bbls., c.l., works..100 lbs. 2.25 - —
l.c.l., 5 tons or over, dlvd., 100 lbs. 2.75 - —
less than 5 tons, dlvd., 100 lbs. 3.00 - —
solid, bbls., c.l., works.100 lbs. 3.00 - —
l.c.l., 5 tons or over, dlvd., 100 lbs. 3.50 - —
less than 5 tons, dlvd., 100 lbs. 3.75 - —
Sulphite, cryst., bgs., 100 lbs., works..lb. 2.10 - 2.35
bbls. .....100 lbs. 2.30 - 2.55

Soda, sulphite, powd., bbls., c.l., 100 lbs. 5.25 - —
l.c.l., 5 or more....100 lbs. 5.50 - —
1 to 4.....100 lbs. 6.00 - —
Sulphocarbolate, bbls., dms...lb. .27 - .31
Sulphocyanide, dms., cns.....lb. .28 - .47
Sulphhydrate, liquid, 38%, basis 100%, dms., c.l., f.o.b. works..lb. .05½- —
l.c.l., works.....lb. .06 - —
single dm. lots, works..lb. .08 - —
tanks, works.....lb. .04½- —
Sulphoricinoleate, bbls.....lb. .12 - —
Thiosulphate (see Hyposulphite).
Tungstate, CP, kgs.....lb. No prices
tech., kgs.....lb. No prices
Solvent, naphtha, dms., wks..gal. .31 - —
tanks, E. of Omaha, frt. alld., gal. .26 - —
W. Coast, f.o.b. Minnequa, Colo..gal. .26 - —
high-flash, dms., works..gal. .31 - —
tanks, E. of Omaha, frt. alld..gal. .26 - —
Sorbitol, com'l, dms., c.l., works, lb. .14¾- —
ton lots, contracts, works, lb. .15¼- —
smaller lots, works.....lb. .15¾- —
Soybean protein, bgs., c.l., works, lb. .12 - —
l.c.l., works.....lb. .12¼- .15
Sparteine sulphate, cns.....oz. 1.50 - 1.60
Spearmint leaves, bls.....lb. .28 - .29
Spikenard root, bls.....lb. .18 - .20
Spruce extract, reg., bbls., c.l., works..lb. .01¾- —
tanks, works.....lb. .01¼- —
powd., super, bgs., c.l., works, lb. .04 - —
super, bbls., c.l., works.....lb. .01¾- —
tanks, works.....lb. .01¼- —

Squawvine, leaves, bls.....lb. .14 - .15
Squill, white, bls.....lb. No prices
powd., bbls., bxs.....lb. No prices
St. Ignatius beans, bgs.....lb. .45 - .46
St. John's Bread, edible, bls., lb. .12 - .13
inedible, bls.....lb. .09 - .10
Starch, corn, pearl, bgs., f.o.b. Chicago..100 lbs. 2.95 - —
dlvd., N. Y.....100 lbs. 3.30 - —
powd., bgs., f.o.b. Chicago, 100 lbs. 3.05 - —
dlvd., N. Y.....100 lbs. 3.40 - —
Potato, dom., bgs.....lb. .05 - .06
import, bgs.....lb. No price
Rice, bbls.....lb. .07½- .08½
Sweetpotato, bgs.....lb. .06¼- —
bbls. .....lb. .07 - —
Wheat, thick, boil, bgs.....lb. .05 - —
Starch, iodide, bots.....lb. 1.87 - —
Staveacre, seed, bgs.....lb. .32 - .33
Stearin, oleo, bbls.....lb. .06 Nom.
Stillingia root, bls.....lb. .07½- .08
Stoneroot, bls.....lb. .07½- .08
Storax, cs.....lb. .75 - .80
Stramonium leaves, bls.....lb. .25 - .30
Seed, bgs.....lb. .30 - .35
Strontium bromide, dms.....lb. .53 - .55
Carbonate, NF, IV, 250-lb. bbls..lb. No prices
tech., 99-100%, precip., bbls., lb. No prices
Chloride, tech., bbls.....lb. .20 - —
Iodide, bots., 5 lbs.....lb. 3.06 - —
jars, 25 lbs.....lb. 3.00 - —
Nitrate, dom., bbls., c.l., works, lb. .07¾- —
25 bbls. and over.....lb. .08¼- —
1-24 bbls. and over.....lb. .08¾- —
Strophanthus seed, Kombe, bgs.lb. 3.75 - 4.00
Strolyl acetate, bots.....lb. 3.10 - 3.20

Soda, Hyposulphite—Sulphur

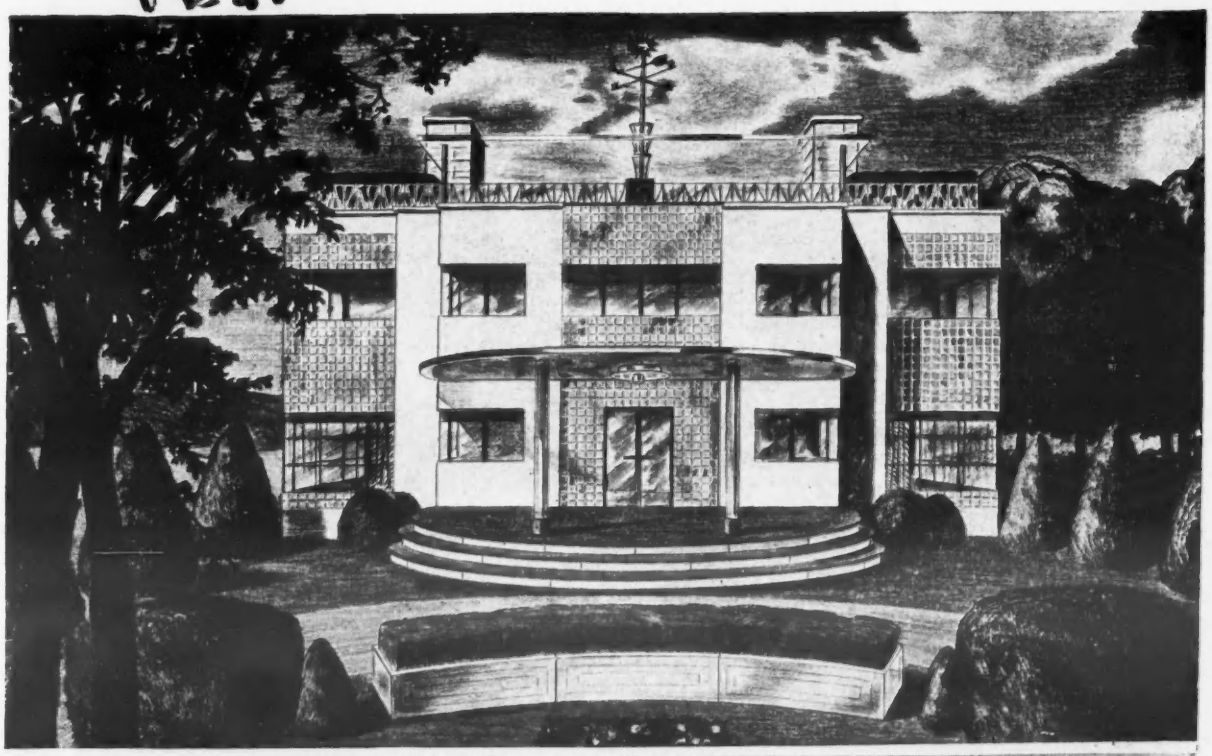
Strychnine, cryst., cns., 100-oz. lots..oz. .60 - —
Acetate, 25-oz. cns., 100-oz. lots..oz. .79 - —
Arsenate, 25-oz. cns., 100-oz. lots..oz. .82 - —
Arsenite, 25-oz. cns., 100-oz. lots..oz. .79 - —
Glycerophosphate, 25-oz. cns., 100-oz. lots..oz. .80 - —
Hydrochloride, 25-oz. cns., 100-oz. lots..oz. .79 - —
Hypophosphite, 25-oz. cns., 100-oz. lots..oz. .91 - —
Nitrate, 25-oz. cns., 100-oz. lots..oz. .73 - —
Phosphate, 25-oz. cns., 100-oz. lots..oz. .80 - —
Sulphate, cryst., cns., 100-oz. lots..oz. .50 - —
powd., cns., 100-oz. lots.oz. .40 - —
Sucrose octa-acetate, denat. grade, bbls., l.c.l., works.lb. .45 - —
tech., bbls., l.c.l., works.....lb. .40 - —
Sugar coloring, bbls.....gal. .75 - 1.45
Milk, bbls., c.l.....lb. .16 - —
l.c.l., 10 or over.....lb. .17 - —
less than 10.....lb. .18 - —
Sulfanilamide, 5 lbs., bots.....lb. 1.70 - —
fib. dms., 1,000 lbs., 1 delivery, lb. 1.25 - —
100 lbs.....lb. 1.30 - —
25-lb. lots.....lb. 1.45 - —
Sulfapyridine, powd., for hospitals, 5-grain bots..bot. 1.25 - —
Sulphonethylmethane, kgs.....lb. 6.75 - 6.80
Sulphonmethane, kgs.....lb. 5.25 - —
Sulphur, crude, bulk, f.o.b. cars, mines, contracts..long ton.16.00 - —
f.o.b. steamers, Gulf ports, contract..long ton.17.50 - —

"WHAT! GLASS HOUSES?"

Suppose some one who lived forty or fifty years ago—say one of the founders of Mathieson—could pay us a visit today. And suppose we could have the pleasure of showing him the sights of 1940, of explaining the vast changes that have taken place since the turn of the century. What do you think would amaze the old gentleman most? If he were one of the pioneers who founded Mathieson, we believe he would be most interested in the revolutionary changes wrought by chemical progress and in the part his successors have played in building the present-day America. We would go about telling him the story as we tell it in this series of advertisements.

● Yes, Mr. M., nowadays we have houses in which glass plays a large part both in construction and decoration. Glass brick represents only one of the new ways in which the modern world utilizes glass. We use glass insulation in our homes, too. Modern decorators are producing beautiful interiors through the use of glass in decoration. Safety glass is a modern idea; our automobiles ("horseless carriages" to you, old friend) are now equipped with this cleverly constructed, shatterproof glass. The manufacture of plate glass, the last word in modernity in your day, has undergone great changes, together with window glass and glass containers of every description. And last but not least, beautiful fabrics made from spun glass are now available for a variety of purposes.

Your successors at Mathieson are proud of their part in the growth of the great modern glass industry. They have continued to pioneer, seeking improvements in the production and distribution of Mathieson Chemicals — products whose purity and uniformity are so highly valued by leading glassmakers and other important consumers of industrial chemicals.



MATHIESON CHEMICALS

SODA ASH . . . CAUSTIC SODA . . . BICARBONATE OF SODA . . . LIQUID CHLORINE . . . BLEACHING POWDER . . . HTH PRODUCTS . . . AMMONIA, ANHYDROUS and AQUA . . . FUSED ALKALI PRODUCTS . . . SYNTHETIC SALT CAKE . . . DRY ICE . . . CARBONIC GAS . . . ANALYTICAL SODIUM CHLORITE

THE MATHIESON ALKALI WORKS (INC.)
60 E. 42ND STREET, NEW YORK, N. Y.

Sulphur—Yellow, Chrome

Sulphur, flowers, bgs., c.l., works, 100 lbs. 3.00 - —
bbls., works....100 lbs. 3.35 - —
l.c.l., bgs., works....100 lbs. 3.35 - 3.75
bbls., works....100 lbs. 3.70 - 4.10
refined, broken, bgs., c.l., works, 100 lbs. 2.15 - —
bbls., works....100 lbs. 2.30 - —
l.c.l., bgs., works....100 lbs. 2.50 - 2.90
bbls., works....100 lbs. 2.65 - 3.05
flour, comm'l, bgs., c.l., wks., 100 lbs. 1.60 - —
bbls., c.l., works..100 lbs. 1.95 - —
l.c.l., bgs., works..100 lbs. 1.95 - 1.98
bbls., works....100 lbs. 2.30 - 2.70
extra fine, bgs., c.l., works, 100 lbs. 2.35 - —
bbls., works....100 lbs. 3.20 - —
l.c.l., bgs., works..100 lbs. 3.20 - 3.60
bbls., works....100 lbs. 3.55 - 3.95
heavy, bgs., c.l., works.. 100 lbs. 2.35 - —
bbls., works....100 lbs. 2.90 - —
l.c.l., bgs., works..100 lbs. 2.90 - 3.30
bbls., works....100 lbs. 3.25 - 3.65
light, bgs., c.l., works..100 lbs. 2.65 - —
bbls., works....100 lbs. 3.00 - —
l.c.l., bgs., works..100 lbs. 3.00 - 3.40
bbls., works....100 lbs. 3.35 - 3.75
rock, virgin, bbls., c.l., works, 100 lbs. 2.15 - —
l.c.l., bbls., works..100 lbs. 2.50 - 2.90
roll, bgs., c.l.....100 lbs. 2.35 - —
bbls., works....100 lbs. 2.50 - —
l.c.l., bgs., works..100 lbs. 2.75 - 3.10
bbls., works....100 lbs. 2.85 - 3.25
rubber maker's, com'l, 99%, c.l., frt. alld..100 lbs. 2.00 - —
bbls., same basis, c.l., 100 lbs. 2.35 - —
refined, 100%, bgs., c.l., frt. alld..100 lbs. 2.35 - —
bbls., same basis.100 lbs. 2.70 - —
Chloride, 55-gal. dms., c.l....lb. .03 - —
l.c.l., dms., works....lb. .04 - —
10-gal. dms., c.l.....lb. .07 - —
l.c.l.....lb. .08 - —
Dioxide, liquid, com'l, cyls., works.l..lb. .07 - .09
multi-unit, cars, works...lb. .04½- .07
tanks, works.....lb. .04 - .06
refrigeration, cyls., works..lb. .16 - .40
multi-unit cars, works..lb. .07½- .10
Iodide, bots., jars.....lb. 3.90 - 4.05
Precipitated, USP, bbls.....lb. .17 - .22
Sumac, grd., Sicilian, f.a.s...ton. No prices
leaf, f.a.s.....ton. No prices
Extract, 42°, bbls.....lb. .06 - .06¼
51°, bbls.....lb. .07 - .07¼
stainless, bbls.....lb. .09 - .11
Berries, bgs.....lb. .14 - .15
Sunflower seed, Calif., large, bgs., lb. .07 - .07½
medium, bgs.....lb. .06 - .06½
poultry, bgs.....lb. No stocks
Superphosphate, guaranteed, 16%, bulk, f.o.b. cars, boat, Balto., ton. 8.50 - —
run-of-pile, basis 16%, bulk, same basis..ton. 8.00 - —
triple, 40-48%, a.p.a., bulk, f.o.b. Balto..unit-ton. .68 - —

T

Talc, dom., Calif., 1, bgs., c.l., mills..ton.20.00 - —
2, bgs., c.l., mills.....ton.17.00 - —
N. Y., fibrous, 93-94%, 325 mesh, bgs., c.l., mills..ton.14.00 -16.00
l.c.l., mills.....ton.16.00 -18.00
96-98%, 325 mesh, c.l., mills, l.c.l., mills.....ton.15.00 -17.00
98-99½%, 325 mesh, bgs., c.l., mills..ton.17.00 -19.00
l.c.l., mills.....ton.15.25 -17.25
99.85-99.95%, 325 mesh, bgs., c.l., mills..ton.17.25 -19.25
coarse, off color, bgs., c.l., mills..ton.17.00 -19.00
Ohio, flake, type grd., bgs., c.l., mills..ton.11.00 -13.00
Vermont, bgs., c.l., mills. ton.21.00 - —
l.c.l., mills.....ton.24.50 - —
Canad., bgs., c.l., mills...ton. 14.00 - —
French, high-grade, bgs., l.c.l., ex whse..ton. No prices
ordinary, bgs., c.l., ex dock, arrival..ton. No prices
l.c.l., ex whse.....ton. No prices
Italian, 1, bgs., ex dock, arrival..ton. No prices
ex whse.....ton. No prices
2, bgs., ex dock, arrival..ton. No prices
Tallow, animal, edible.....lb. .04¾ Nom.
extra, loose.....lb. .03¾- —
special, loose.....lb. .03¾- —
sulphonated, 35% (24% fat), dms., c.l..lb. .03¾- —
l.c.l.....lb. .04¾- —
50% (48% fat), dms., c.l., lb. .05¼- —
l.c.l.....lb. .06¼- —
50% (48% fat), dms., c.l..lb. .05¾- —
l.c.l.....lb. .06¾- —
Tamarind, No. 1, bbls.....lb. .06 - .07
Kegs.....keg. 6.00 - 8.00
Tankage, fertilizer, animal, dom., grd., 9% ammon., 10% b.p.l., basis N.Y. unit-ton. 2.50 & .10
10-11% ammon., 15% b.p.l., bulk, basis Chi..unit-ton. 2.50 & .10
feeding, unground, 9-11% ammon., 15-20% b.p.l., bulk, basis N.Y..unit-ton. 2.50 & .10
high-grade, bulk, Chicago, unit-ton. 2.65 & .10
import, S. Amer., 10-12% ammon., 15% b.p.l., bulk, c.i.f., ports, Oct. shipt. 2.60 & .10
Tansy leaves, bls.....lb. .22 - .23
Tapioca flour, bgs.....lb. .03 - .05
Tar acid oil, 15%, dms., c.l., works..gal. .22 - —
l.c.l., same basis.....gal. .24 - —
25%, dms., c.l., works...gal. .25 - —
l.c.l., same basis.....gal. .27 - —
Tar, pine, retort, dms., c.l., dlvd. E. cities..gal. .27 - —
ports.....gal. .26 - —
l.c.l.....gal. .27 - —
tanks, dlvd, E. cities....gal. .21 - —
Tarragon herb, bgs.....lb. .65 - .70
Tartar emetic, tech., fine gran., bbls., 5 or more..lb. .34¾ Nom.
less than 5.....lb. .35 Nom.
powd., bbls., 5 or more..lb. .34¾ Nom.
less than 5.....lb. .35 Nom.
USP, powd., bbls.....lb. .40 Nom.
Terebene, cans.....lb. .75 - .85
Terpinyl acetate, cns.....lb. .80 - .85
Terpin hydrate, hrs.....lb. .90 - .95
Terpineol, CP, cns.....lb. .26 - —
dms.....lb. .23 - —
alpha, denat. grade, dms., c.l., wks., net wgt..lb. .17 - —
Terra alba (see Gypsum).
Tetrachloroethane, dms., wks lb. .06 - .08½
Tetrachloroethylene, CP, dms..lb. .21½- —
tech. (see Perchloroethylene)
Tetralin, dms.....lb. .18 - —
Tetrasodium pyrophosphate (see soda pyrophosphate).
Thallium sulphate, 99% pure, bots., works..lb. 5.00 - 7.00
Theobromine, dms.....lb. 2.90 - 3.00
Sodiosalicylate, cns.....lb. 2.10 Nom.
dms.....lb. 1.95 Nom.
5-lb. bots.....lb. 2.31 - 2.36
Thiocarbanilide, dms.....lb. .24 -
Thorium, nitrate, cs., works..lb. 2.00 - —
Thyme, French, bls.....lb. .32 - .34
Spanish, bls.....lb. .13 - .14
Thymol, dms., 100 lbs.....lb. 1.60 - —
cns, 25 lbs.....lb. 1.55 - 1.60
Iodide, kgs., 50 lbs.....lb. 3.40 - —
25 lbs.....lb. 3.50 - —
Timbo, root, powd., 4% rotenone, bbls..lb. .18 - .24
5% rotenone, bbls.....lb. .22 - .30
Thiamine hydrochloride, cns.....gram. 1.40 - 1.55
Tin chloride (ous), anhyd.....lb. .48 - .48½
Crystals, bbls., kgs.....lb. .39 - .39½
Metal, Straits.....lb. .51⅞- —
Oxide, bbls.....lb. .54 - .56
Tetrachloride, anhyd., bbls...lb. .25½- —
Titanium, dioxide, bgs., c.l., (20 tons), frt. pd..lb. .13 - —
l.c.l., 5 tons, E. frt. pd..lb. .13¼- —
Pac. Cst., ex whse....lb. .13¼- —
1,000-9,999 lbs., E. frt. pd. lb. .13½- —
Pac. Cst., ex whse....lb. .13½- —
50-999 lbs., E. frt. pd...lb. .13¾- —
Pac. Cst., ex whse....lb. .13¾- —
under 50 lbs., E. frt. pd.lb. .16 - —
Pac. Cst., ex whse....lb. .16 - —
bbls., c.l. (20 tons), frt. pd.lb. .13¼- —
l.c.l., 5 tons, E. frt. pd....lb. .13½- —
Pac. Cst., ex whse....lb. .13½- —
1,000-9,999 lbs., E. frt. pd., lb. .13¾- —
Pac. Cst., ex whse....lb. .13¾- —
50-999 lbs., E. frt. pd....lb. .14 - —
Pac. Cst., ex whse....lb. .14 - —
chalk resistant, bgs., c.l. (20 tons), frt. pd..lb. .15 - —
l.c.l., 5 tons, frt. pd....lb. .15¼- —
1,000-9,999 lbs., frt. pd.lb. .15½- —
50-999 lbs., frt. pd....lb. .15¾- —
Under 50 lbs., frt. pd..lb. .18 - —
bbls., c.l., (20 tons), frt. pd. lb. .15¼- —
l.c.l., 5 tons, E. frt. pd.lb. .15½- —
Pac. Cst., ex whse..lb. .15¼- —
1,000-9,999 lbs., E. frt. pd..lb. .15¾- —
Pac. Cst., ex whse..lb. .16 - —
50-999 lbs., E. frt. pd.lb. .16 - —
Pac. Cst., ex whse..lb. .16 - —
high-hiding, bgs., c.l. (20 tons), frt. pd..lb. .14 - —
l.c.l., 5 tons, frt. pd....lb. .14¼- —
1,000-9,999 lbs., frt. pd. lb. .14½- —
50-999 lb., frt. pd.....lb. .14¾- —
bbls., c.l. (20 tons), frt. pd..lb. .14¼- —
l.c.l., 5 tons, E., frt. pd. lb. .14½- —
Pac. Cst., ex whse. lb. .14½- —
1,000-9,999 lbs., E. frt. pd..lb. .14¾- —
Pac. Cst., ex whse. lb. .14¾- —
50-999 lbs., E. frt. pd. lb. .15 - —
Pac. Cst., ex whse. lb. .15 - —
barium or magnesium base, bgs., c.l., D. frt. alld..lb. .05½- —
l.c.l., dlvd.....lb. .05¾- —
Pac. Cst., ex whse....lb. .05¾- —
under 50 lbs., E. dlvd.lb. .06½- —
calcium base, bgs., c.l., D. frt. alld..lb. .05 - —
l.c.l., dlvd.....lb. .05¼- —
Pac. Cst., ex whse....lb. .05¼- —
under 50 lbs., E. dlvd.lb. .06 - —
bbls., c.l., D., frt. alld.....lb. .05¼- —
l.c.l., E., dlvd.....lb. .05¾- —
Pac. Cst., ex whse....lb. .05¾- —
under 50 lbs., E. dlvd.lb. .06½- —
Tolidin base, distilled, kgs....lb. .96 - —
Tolu, balsam, cns.....lb. 1.35 - 1.40
Toluidin, mixed, dms.....lb. .36 - —
Toluol (toluene), 2° indus., dms., returnable..gal. .32 - —
tanks, E. of Omaha, frt. alld., gal. .27 - —
tanks, W. Coast, f.o.b. Minnequa, Colo..gal. .27 - —
1° nitration, dms., returnable, gal. .33½- —
tanks, E. of Omaha, frt. alld., gal. .28½- —
W. Coast, f.o.b. Minnequa, Colo..gal. .28½- —
Tonga vine, F. bls.....lb. .65 - .70
root, bls.....lb. .65 - .70
Tonka beans, Angostura, cks..lb. 2.40 - 2.50
Brazilian, Surinam, cs....lb. .85 - .90
Triacetin, dms.....lb. .26 - —
Triamyl borate, dms., l.c.l., works, lb. .27 - —
Triamylamine, dms., c.l., works, lb. .77 - —
l.c.l., works.....lb. .78 - .80
tanks.....lb. .75 - —
Tributylamine, dms., c.l., works, lb. .67 - —
l.c.l., same basis.....lb. .07½- —
tanks.....lb. .06½- —
Tributyl citrate, ton lots, 475 lb. dms..lb. .24 - —
smaller lots.....lb. .26 - —
Phosphate, dms., l.c.l., dlvd., lb. .42 - —
cns., works.....lb. .46 - .48
Trichlorobenzene, dms., c.l., frt. alld..lb. .07 - —
l.c.l., same basis.....lb. .07½- —
tanks.....lb. .06½- —
Trichlorethylene, dms., c.l., works, frt. alld., Zone 1..lb. .08 - —
l.c.l., same basis.....lb. .08½- —
Zone 2, dms., c.l., works, frt. alld..lb. .08½- —
l.c.l., same basis.....lb. .09 - —
Zone 3, dms., c.l., works, frt. alld., dlvd..lb. .09 - —
l.c.l., same basis.....lb. .09½- —
Zone 4, dms., c.l., f.o.b. stock points..lb. .09 - —
l.c.l., same basis.....lb. .09½- —

All prices on trichlorethylene are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. L. A., Cal.; S. F., Cal.; Portland, Ore., and Seattle, Wash. Zone 1 includes the following states:—Conn., Md., N. Y., Va., Ky., Me., N. J., Vt., W. Va., Mo., Tenn., Ind., Ia., Pa., R. I., Ill., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb.; Kansas City, Kansas. Zone 2 includes Ala., Kan., except Kansas City; N. D., Ga., Neb., except Omaha; S. D., Miss., Ark., S. C., La., Okla., and Fla. Zone 3 includes Colo., N. M., Wyo., Texas and Eastern Montana. Zone 4 includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Cal.

Tricresyl phosphate, CP, cns., dlvd..lb. .40½- .51⅛
dms., c.l., dlvd.....lb. .34½- —
Tricresyl phosphate, tech., dms., 22 - —
500 lbs., dms.....lb. .22½- —
less than 500 lbs.....lb. .25½- .36¼
Triethanolamine, dms., c.l., works, lb. .19 - —
l.c.l., works.....lb. .20 - —
tanks, works.....lb. .18 - —
Triethylamine, dms., l.c.l., works, lb. 1.05 - —
Triethyl citrate, ton lots, 500 lb. dms..lb. .24 - —
smaller lots.....lb. .26 - —
Triethyl phosphate, dms., dlvd., lb. .45 - —
Triethyleneglycol, dms., l.c.l., works..lb. .26 - —
Trimethyl phosphate, cns.....lb. .54 - .56
dms., dlvd.....lb. .50 - —
Trimethylamine, dms., c.l., dlvd., lb. 1.00 - —
l.c.l., dlvd.....lb. 1.05 - —
Triphenyl phosphate, dms.....lb. .38 - —
Tripoli, air-floated, bgs., c.l., works..ton.26.00 - —
double grd., bgs., c.l., works ton.16.00 - —
once-grd., bgs., c.l., works.ton.14.50 - —
Trisodium phosphate (see Soda phosphate, tribasic).
Tungsten metal powd., 99%, dms., works..lb. No prices
Oxide, CP, kgs.....lb. No prices
Chem., grade, kgs.....lb. No prices
Turmeric root, Alleppey, bgs...lb. .07½- .08
Madras, bgs.....lb. .07½- .08
Turpentine, spirits, gum, bbls., c.l., ex dock..gal. .40 - —
l.c.l., 10 ex dock.....gal. .42 - —
5 ex dock.....gal. .44 - —
wood dest., dist., dms., c.l., dlvd. E. ports..gal. .26 - —
l.c.l.....gal. .28 - —
tanks, dlvd, E. cities..gal. .21 - —
steam-dist., dms., c.l., dlvd.gal. .33 - —
l.c.l., dlvd.....gal. .36 - —
tanks, dlvd.....gal. .28 - —

U

Unicorn root, false (see Helonias root).
True (see Aletris root).
Uranium oxide, black, kgs....lb. 2.65 - 3.00
yellow, kgs.....lb. 1.75 - 2.00
Urea, dom., 46% N., bgs., 20 tons, f.o.b. Belle, W. Va., Searsport, Me., Norfolk, Wilmington, N.C., Charleston, Savannah, Jacksonville, Tampa, Pensacola, Mobile, Gulfport, New Orleans..ton.85.00 - —
5 tons, f.o.b. Baltimore, Boston, New York, Newark, Philadelphia, Wilmington, Del..ton.85.00 - —
smaller lots, f.o.b. Newark, New York, Philadelphia, ton.91.00 - —
any quantity, f.o.b. Belle, W. Va..ton.85.00 - —
Import, 46% N., bgs., 5 tons, f.o.b. Atl., Gulf ports or Belle, W. Va., shipt..ton. No price
40% N., bgs., smaller lots, f.o.b. N. Y. from whse. ton. No prices
pure, cs.....lb. .12 - —
Urea-ammonia, basis 42% N., bulk, c.l., f.o.b. Belle, W. Va., or Atl., Gulf ports ton.57.40 - —
bags, same basis.....ton.59.40 - —
45% N., tanks, f.o.b. Belle, W. Va., or Atl. Gulf ports, ton.121.58 ——
basis 37% N (insoluble), f.o.b. Belle, W. Va., or Atl., Gulf ports.....ton.127.00 - —
Uva ursi leaves, bls.....lb. .11 - .12

V

Valerian root, bls.....lb. .80 - .85
Valonia, beards, bgs., f.a.s...ton. No price
cups, bgs., f.a.s.....ton. No price
Vanadium pentoxide, C.P., bgs., cns., works..lb. 7.00 - —
tech., dms., works.....lb. 1.10 - —
Vanilla beans, Bourbon, tins...lb. 7.25 - 7.75
Mexican, tins.....lb. 7.50 - 8.00
cuts, tins.....lb. 7.25 - 7.50
South American, tins.....lb. 7.25 - 7.50
oleoresin, bots.....lb.18.00 -19.00
Vanillin, ex eugenol, 25-lb. tins, lb. 2.60 - —
5-lb. tins.....lb. 2.65 - —
1-lb. tins.....lb. 2.75 - —
ex guaiacol, 25-lb. tins.....lb. 2.50 - —
5-lb. tins.....lb. 2.55 - —
1-lb. tins.....lb. 2.65 - —
ex lignin, 25-lb. tins.....lb. 2.50 - —
5-lb. tins.....lb. 2.55 - —
1-lb. tins.....lb. 2.65 - —
Venice turpentine, true, cs.....lb. 1.05 - 1.10
Verdigris, bbls., kgs.....lb. .29 - .33
Vinyl acetate, cns., works....lb. .25 - —
dms., c.l., 30,000 lbs. gross, works..lb. .14 - —
l.c.l., works.....lb. .15 - —
5 gals., dms., works.....lb. .26 - —
Violet, methyl, toner (see M).
V.M.P. naphtha (see petroleum naphtha V.M.P.).

W

Wahoo bark, bls.....lb. .45 - .46
tree.....lb. .19 - .22
Wattle bark, bgs., f.a.s.....ton.37.50 -39.50
Extract, solid, bgs.....lb. .63¼- —
Wax, bayberry, import, bgs...lb. .20 - .21
Bees, white, bleach, slabs, cs., 1 to 5 cases lots...lb. .35 - —
cakes, 1 to 5 cs. lots...lb. .36 - —
discs, 1 to 5 cs. lots...lb. .37 - —
yellow, crude, Africa, 10-bg. lots..lb. .26 - .27
1 bg.....lb. .26½- .27½
Brazil, bgs., 5-ton lots..lb. .27 - .28
1 ton.....lb. .27½- .28½
500 lbs.....lb. .28 - .29
100 lbs.....lb. .28½- .29½
refd., slabs, cs., lbs.....lb. .29 - .31
Candelilla, bgs., 1 ton.....lb. .19 - .19½
Jobbing lots.....lb. .19½- .20
Carnauba, No. 3 chalky, bgs., 1 ton..lb. .57 - .58
5 bgs.....lb. .57½- .58½
1 bg.....lb. .58 - .59
N. C., 2 bgs., 1 ton.....lb. .61 - .62
N. C., 3 bgs., 1 ton.....lb. .56 - .57
5 bgs.....lb. .56½- .57½
1 bg.....lb. .57 - .58
refined, bgs.....lb. .62 - .63
yellow, No. 1, bgs., 1 ton..lb. .71 - .72
5 bgs.....lb. .71½- .72½
1 bg.....lb. .72 - .73
No. 2, bgs.....lb. .70 - .71
Wax, ceresin, dom., 138°, 140° m.p., bgs., 1 ton..lb. .11 - .11½
jobbing lots.....lb. .12 - .12½
150°-160° m.p., bgs., 1 ton..lb. .13 - .13½
jobbing lots.....lb. .14 - .14½
160° m.p., bgs., 1 ton.....lb. .13 - .13½
jobbing lots.....lb. .14 - .14½
Japan, cs.....lb. .17½- .18
Montan bgs., c.l.....lb. No prices
5 tons.....lb. No prices
less than 1 ton.....lb. No prices
Ozokerite, hard, green congeal, p. 66°-68° C., bgs..lb. No prices
70°-72° C., bgs.....lb. No prices
74°-76° C., bgs.....lb. No prices
Snow-white, pure, 76°-78° C., bgs..lb. No prices
yellow, natural, 76°-78° C., bgs..lb. No prices
Paraffin (see P).
Spermaceti, blocks, cs.....lb. .22 - .23
cakes, cs.....lb. .23 - .24
White lead (see Lead, white).
White pine bark, rossed, bls. lb. .07 - .08
White precipitate, powd., dms., 50 lbs. or more..lb. 2.54 - —
Whiting, chalk, com'l, dry-grd., blp. bgs., c.l., works..ton.16.00 -20.00
l.c.l., works.....ton.18.00 -22.00
bbls., c.l., works.....ton.19.00 -24.00
l.c.l., works.....ton.21.00 -26.00
pap. bgs., c.l., works..ton.15.00 -18.00
l.c.l., works.....ton.17.00 -20.00
wet-grnd., blp., bgs., c.l., works..ton.18.50 -22.50
l.c.l., works.....ton.19.00 -23.00
bbls., c.l., works.....ton.21.00 -25.00
gilders, bolted, blp. bgs., c.l., works..ton.18.00 - —
l.c.l., works.....ton.19.00 - —
bbls., c.l., works.....ton.20.00 -21.00
l.c.l., works.....ton.21.00 -22.00
pap. bgs., c.l., works..ton.17.00 -18.50
l.c.l., works.....ton.18.00 -19.00
extra bolted, blp. bgs., c.l., works..ton.20.00 - —
l.c.l., works.....ton.21.00 - —
bbls., c.l., works.....ton.22.00 -23.00
l.c.l., works.....ton.23.00 -24.00
pap. bgs., c.l., works..ton.19.00 -20.50
l.c.l., works.....ton.20.00 -21.00
Paris white, blp., bgs., c.l., works..ton.19.00 - —
l.c.l., works.....ton.20.00 - —
bbls., c.l., works.....ton.22.50 -27.50
l.c.l., works.....ton.22.00 -28.00
pap. bgs., c.l., works..ton.19.60 -25.10
l.c.l., works.....ton.20.00 -26.50
limestone, air floated, 99.75%, 250 mesh, paper bags, c.l., ton. 9.65 - —
200 mesh paper bgs., c.l., same basis..ton. 8.00 - —
90%, 200 mesh, paper bgs., c.l., same basis..ton. 6.25 - —
gilders, bgs. (extra), c.l., works..ton.11.50 - —
l.c.l., 8-20 tons, works, ton.12.50 - —
4-8 tons, works.....ton.13.50 - —
2-4 tons, works.....ton.14.50 - —
extra bgs. (extra), c.l., works, ton.12.50 - —
l.c.l., 8-20 tons, works.ton.13.50 - —
4-8 tons, works.....ton.14.50 - —
2-4 tons, works.....ton.15.50 - —
putty grade, bgs. (extra), c.l., works..ton.11.00 - —
l.c.l., 8-20 tons, works.ton.12.50 - —
4-8 tons, works.....ton.13.00 - —
2-4 tons, works.....ton.14.00 - —
water-floated, bgs. (extra, c.l., works, ton.11.50 - —
l.c.l., 8-20 tons, works.ton.13.50 - —
4-8 tons, works.....ton.13.50 - —
2-4 tons, works.....ton.14.50 - —
Precipitated, bgs., c.l., works, ton.15.00 - —
l.c.l., 5 tons, works....ton.20.00 - —
smaller lots, works..ton.25.00 - —
Wild cherry bark, thick, natural, bls..lb. .07 - .08
rossed, bls.....lb. .05 - .06
thin, natural, bls.....lb. .07 - .08
rossed, green, bls.....lb. .10 - .11
Wild indigo root, bls.....lb. .12 - .14
Witch-hazel extract, dist., NF, tax extra, bbls..gal. .40 - .45
leaves, bls.....lb. .07 - .09
Witherite (see Barium carbonate natural).
Woodflour, dom., 60 mesh, bgs., c.l., f.o.b. N. Y..ton.24.00 -26.00
80 mesh, same basis.....ton.28.00 -29.00
100 mesh, same basis.....ton.30.00 -32.00
import, 70 mesh, ogs., ex dock, ton. No prices
80 mesh, bgs., ex dock....ton. No prices
100 mesh, bgs., ex dock....ton. No prices
120 mesh, bgs., ex dock...ton. No prices
Wormseed, American, bgs.....lb. .07 - .08
Levant, bgs.....lb. 5.00 - 6.00
Wormwood, bls.....lb. .35 - .40

X

Xylol (xylene), indus., dms., returnable, works..gal. .31 - —
tanks, E. of Omaha, frt. alld. gal. .26 - —
tanks, W. Coast, f.o.b. Minnequa, Colo..gal. .26 - —
10°, dms., returnable, works.gal. .34 - —
tanks, E. of Omaha, frt. alld. gal. .29 - —
5°, dms., returnable, works.gal. .41 - —
tanks, E. of Omaha, frt. alld. gal. .39 - —
3°, dms., returnable, works.gal. .48 - —
tanks, E. of Omaha, frt. alld. gal. .46 - —
Xylidin, mixed, dms.....lb. .35 - .36

Y

Yara yara, cryst., cns.....lb. 1.25 - 1.55
Yellow, arsenic sulphide, dom., bbls., f.o.b. New York..lb. .55 - —
bottles, same basis.....lb. .60 - .64
imp., bbls., same basis.....lb. .55 - —
Cadmium, CP, import., bxs..lb. 1.35 - 1.40
lithopone, all shades, bbls., 1 ton, works., frt. alld..lb. .50 - —
smaller lots, same basis..lb. .55 - —
kgs., ton lots, same basis, lb. .55 - —
smaller lots, same basis, lb. .60 - —
Sulphide, orange, bbls., works, lb. .75 - —
Chrome, CP., bbls., dlvd., N. of Tenn. and N. C., E. of Miss. R., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul contracts, lb. .13½- —
open order.....lb. .14½- —
Chrome yellow CP prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex., (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.). Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. coast for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.

Yellow, Dutch, pink, bbls.....lb.	.09	-	.11
Hansa, bbls., same basis, chrome..lb.	1.37	-	—
primrose shade, bbls., same basis, chrome..lb.	1.75	-	—
Mercury oxide (see M).			
Ocher, Amer., golden A, bbls., works..lb.	.06½	-	—
B, bbls., works.....lb.	.04½	-	—
C, bbls., works.....lb.	.05¾	-	—
yellow A, bbls., works.....lb.	.02¼	-	—
B, bbls., works.....lb.	.02½	-	—
C, bbls., works.....lb.	.02	-	—
D, bbls., works.....lb.	.0195	-	—
E, bbls., works.....lb.	.01775	-	—
F, bbls., works.....lb.	.01¼	-	—
G, bbls., works.....lb.	.01¼	-	—
H, bbls., works.....lb.	.01¾	-	—
French, all shades, cks., c.l., ex dock, Balto, Boston, N. Orleans for import..lb.	.02475	Nom.	
New York (f.o.b.)..lb.	.02¾	Nom.	
Philadelphia for import..lb.	.02¾	Nom.	
ex dock San Pedro, San Francisco..lb.	.0290	Nom.	
l.c.l., ex dock, Balto, Boston, N. Orleans..lb.	.02575	Nom.	
New York.....lb.	.02¾	Nom.	
Phila., for import...lb.	.02¾	Nom.	
Portland, Seattle....lb.	.03½	Nom.	
San Pedro, S. Francisco..lb.	.03	Nom.	
ex whse., Balto, Boston, N. Orleans..lb.	.02725	Nom.	
ex whse., Indianapolis, Kan. City, Milwaukee, St. Louis, lb.	.03⅝	Nom.	
New York.....lb.	.03	Nom.	
Pittsburgh .....lb.	.03¼	Nom.	
Portland, Seattle....lb.	.03¾	Nom.	
San Pedro, S. Francisco..lb.	.03¼	Nom.	
f.o.b. N.Y., from dock, lb.	.02⅞	Nom.	
from whse.....lb.	.03¼	Nom.	
Oxide, nat., bbls., c.l., f.o.b. Bethlehem, Easton, N.Y..lb.	.04½	-	—
l.c.l., same basis.....lb.	.04¾	-	—
synth., bbls., c.l., works...lb.	.06½	-	—
l.c.l., same basis.....lb.	.06¾	-	—
Persian orange (see O).			
Zinc, bbls., same basis, chrome CP, contracts..lb.	.18	-	—
open order.....lb.	.19	-	—
Yellow dock root, dom., bls....lb.	.17	-	.18
Yellow root (xanthoriza), bls..lb.	.11	-	.13
Yerba santa leaves, bls.....lb.	.09	-	—
Yohimbine hydrochloride, via..oz.	2.85	-	—

Z

Zein, bgs., 1,000 lbs. or more, works..lb.	.20	-	—
less than 1,000 lbs., works..lb.	.25	-	—
Zinc acetate, tech., bbls., dlvd., lb.	.15	-	.16
USP, bbls., 250 lbs.....lb.	.27	-	—
kgs., 100 lbs.....lb.	.29	-	—
Arsenite, bgs., c.l., dealers, E. of Rockies..lb.	.12	-	—
l.c.l., bgs.....lb.	.12½	-	—
Zinc arsenite prices are on a frt. alld. basis to dest., in lots of 96 lbs. or over.			
Carbonate, tech., bbls.....lb.	.14	-	.16
USP, precip., powd., bbls...lb.	.32½	-	—
25 lb. dms.....lb.	.37½	-	—
kgs.....lb.	.34½	-	—
Chloride, tech., fused, dms., c.l., works..100 lbs.	4.25	-	—
l.c.l., works.....100 lbs.	4.60	-	—
gran., dms., c.l., works, 100 lbs.	5.00	-	—
USP, 200-lb. dms.....lb.	.26	-	—
25-lb. jars.....lb.	.31	-	—
solution, 50%, dms., c.l., works..lb.	.0290	-	—
l.c.l., works.....lb.	.04	-	.04½
tanks, works.....lb.	.0225	-	—
Cyanide, kgs., works.....lb.	.33	-	—
Dust, bbls., c.l., dlvd.....lb.	.09¼	-	—
l.c.l., bbls., dlvd.....lb.	.09¾	-	—
Iodide, N. F., bots.....lb.	4.35	-	—
jars.....lb.	4.20	-	—
Fluoride, bbls.....lb.	.20	-	.26
Metal (see daily quotations in Market report).			
Oxide, pigment, dom., Amer., process, coml., lead free, bgs., c.l., dlvd..lb.	.06½	-	—
l.c.l., dlvd., except Pac. cst..lb.	.06¾	-	—
ex whse., Pac. cst..lb.	.06¾	-	—
bbls., c.l., dlvd....lb.	.06¾	-	—
l.c.l., dlvd., except Pac. cst..lb.	.07	-	—
ex whse., Pac. cst..lb.	.07	-	—
leaded, 5%, bgs., c.l., dlvd..lb.	.06¾	-	—
l.c.l., dlvd., except Pac. cst..lb.	.06¾	-	—
ex whse., Pac. cst..lb.	.06¾	-	—
bbls., c.l., dlvd..lb.	.06¾	-	—
l.c.l., dlvd., except Pac. cst..lb.	.06¾	-	—
ex whse., Pac. cst..lb.	.06¾	-	—
35% bgs., c.l., dlvd..lb.	.0616	-	—
l.c.l., dlvd., except Pct. cst..lb.	.0641	-	—
ex whse., Pac. cst..lb.	.0641	-	—
bbls., c.l., dlvd..lb.	.0641	-	—
l.c.l., dlvd., except Pac.cst..lb.	.0666	-	—
ex whse., Pac. cst..lb.	.0666	-	—
50%, bgs., c.l., dlvd., except Pac. cst..lb.	.0618	-	—
Pac. cst..lb.	.0624	-	—
l.c.l., dlvd., except Pac. cst..lb.	.0643	-	—
ex whse., Pac. cst..lb.	.0649	-	—
bbls., c.l., dlvd..lb.	.0643	-	—
l.c.l., dlvd., except Pac. cst..lb.	.0668	-	—
ex whse., Pac. cst..lb.	.0668	-	—
French process, com'l, lead free, bgs., c.l., dlvd..lb.	.06½	-	—
l.c.l., dlvd., except Pac. cst..lb.	.06¾	-	—
ex whse., Pac. cst..lb.	.06¾	-	—
bbls., c.l., dlvd..lb.	.06¾	-	—
l.c.l., dlvd., except Pac. cst..lb.	.07	-	—
ex whse., Pac. cst..lb.	.07	-	—
green seal, bgs., c.l., dlvd..lb.	.08¼	-	—
l.c.l., dlvd., except Pac. cst..lb.	.08½	-	—
ex whse., Pac. cst..lb.	.08½	-	—
bbls., c.l., dlvd..lb.	.08½	-	—
l.c.l., dlvd., except Pac. cst..lb.	.08¾	-	—
ex whse., Pac. cst..lb.	.08¾	-	—
Zinc, oxide, pigment, French process, red seal, bgs., c.l., dlvd..lb.	.07¾	-	—
l.c.l., dlvd., except Pac. cst..lb.	.08	-	—
ex whse., Pac. cst..lb.	.08	-	—
bbls., c.l., dlvd.....lb.	.08	-	—
l.c.l., dlvd., except Pac. cst..lb.	.08¼	-	—
ex whse., Pac. cst..lb.	.08¼	-	—
white seal, bgs., c.l., dlvd..lb.	.08¾	-	—
l.c.l., dlvd., except Pac. cst..lb.	.09	-	—
ex whse., Pac. cst..lb.	.09	-	—
bbls., c.l., dlvd..lb.	.09	-	—
l.c.l., dlvd., except Pac. cst..lb.	.09¼	-	—
ex whse., Pac. cst..lb.	.09¼	-	—
imported, gold seal, cks., ex whse..lb.	No prices		
green seal, bbls., ex whse..lb.	No prices		
white, seal, cks., ex whse..lb.	No prices		
USP, bbls., c.l.....lb.	.09¾	-	—
Palmitate, bbls.....lb.	.24½	-	.27½
Resinate, fused, pale, bbls..lb.	.10	-	—
precip., dms., dlvd.....lb.	.15	-	—
Stearate, tech., precip., bbls., ctns., c.l..lb.	.22	-	—
l.c.l., 1 ton.....lb.	.23	-	—
1,000-2,000 lbs.....lb.	.24	-	—
less than 1,000 lbs...lb.	.25	-	—
USP, bbls.....lb.	.23	-	.26
Zinc, sulphate, cryst., bgs., c.l., 100 lbs.	2.90	-	—
l.c.l. .....100 lbs.	3.65	-	—
bbls., c.l.....100 lbs.	3.05	-	—
l.c.l. .....100 lbs.	3.80	-	—
flake, bgs., c.l.....100 lbs.	3.25	-	—
l.c.l. .....100 lbs.	4.00	-	—
bbls., c.l.....100 lbs.	3.40	-	—
l.c.l. .....100 lbs.	4.15	-	—
powd., bgs., c.l.....100 lbs.	4.55	-	—
l.c.l. .....100 lbs.	5.30	-	—
bbls., c.l.....100 lbs.	4.70	-	—
l.c.l. .....100 lbs.	5.45	-	—
Sulphide, bgs., c.l. (20 tons), dlvd..lb.	.07½	-	—
l.c.l., dlvd. E. or ex whse., Pac. cst..lb.	.07¾	-	—
bbls., c.l., 20 bbls., c.l., (20 tons), dlvd..lb.	.07¾	-	—
l.c.l., dlvd. E. or ex whse., Pac. cst..lb.	.08	-	—
barium, pigment, bgs., c.l., dlvd..lb.	.05	-	—
l.c.l., dlvd. E. or ex whse., Pac. cst..lb.	.05¼	-	—
calcium pigments, bgs., c.l., dlvd..lb.	.05	-	—
l.c.l., dlvd. E. or ex whse., Pac. cst..lb.	.05¼	-	—
magnesium, pigment, bgs., c.l., ...	.05¼	-	—
l.c.l., dlvd. E. or ex whse., Pac. cst..lb.	.05½	-	—
Sulphocarbolate, NF., bbls. dms..lb.	.24	-	.29
Zinc-ammonia chloride, dms., c.l. works..100 lbs.	5.15	-	—
l.c.l., works.....100 lbs.	5.50	-	—

Yellow, Dutch—Zirconium

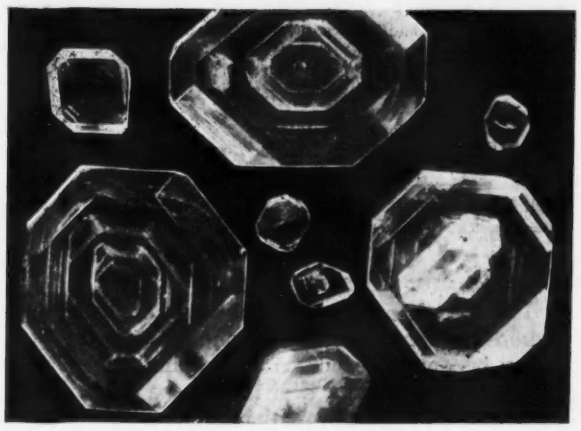
Zinc-iron oxide, pigment, bgs., c.l., dlvd..lb.	.05¼	-	—
l.c.l., dlvd., except Pac. cst..lb.	.05¾	-	—
ex whse., Pac. cst..lb.	.05¾	-	—
Zirconium nitrate, kgs., works.lb.	3.00	-	4.00
Oxide, crude, 70-75%, grd., bbls., works..ton.	75.00	-	100.00
white, 98%, grd., kgs., works, lb.	1.80	-	2.00

Synthetic Resins
and other
Branded Paint Materials
(Manufacturers' List Prices)

Note:—The list of prices previously printed weekly under the above heading is now printed once a month. The latest printing was in the Oct. 7 issue; the next printing will be in the Nov. 4 issue. Changes in prices—if any—made during the past week are noted in the report on the Paint, Varnish and Lacquer Materials market which begins on page 37.

SULFAMIC ACID

$(HSO_3\ NH_2)$



Above crystals were prepared to illustrate the crystal form of Sulfamic Acid.

SINCE the recent introduction of this inorganic acid and its salts, many important industrial uses have been developed. The unusual characteristics of this new product may suggest applications to some phase of your processing.

PHYSICAL PROPERTIES:

White crystalline solid

Melting point - 205° C.

Molecular weight - 97.1

Non-volatile

Non-hygroscopic

Odorless

Solubility:

Water.....24.2 grams per 100 grams water at 25° C.

Organics.....Slightly soluble in alcohol, acetone or ether; Moderately soluble in formamide.

Sulfamic Acid is only slightly soluble in concentrated sulfuric acid solutions.

Sulfamate salts are very soluble in water, usually showing much greater solubility than the corresponding sulfates, chlorides, or nitrates. For example, lead sulfamate has a solubility of 218 grams per 100 grams water at 25° C.

CHEMICAL PROPERTIES:

1 Aqueous solutions are highly ionized, giving pH values lower than solutions of formic, citric, oxalic or phosphoric acids and approaching pH values of hydrochloric and sulfuric acids.

2 Sulfamic Acid in solution is hydrolyzed at elevated temperatures to ammonium acid sulfate. Solutions of sulfamate salts are resistant to this hydrolysis.

3 Sulfamic Acid reacts instantly with nitrous acid or nitrites, liberating nitrogen.

4 Chlorine, bromine and chlorates oxidize Sulfamic Acid to sulfuric acid, liberating nitrogen. Sulfamic Acid is not oxidized by chromates, permanganates or ferric chloride.

5 Sulfamate salts restrain the precipitation of heavy metals such as silver or gold, upon rendering such solutions alkaline.

6 Sulfamic Acid may be used as a sulfating or sulfonating reagent for certain primary alcohols, phenols or unsaturated compounds.

7 Aldehydes react with the amide group of Sulfamic Acid or its salts.

USES:

Leather Tanning: Bating, pickling, tanning. The use of Sulfamic Acid in the bating operation results in a silkier and tighter grain which is maintained throughout the other steps in leather manufacture.

Nitrite Removal: Following diasotization reactions in the manufacture of dyes and color lakes; in the application of developed colors to textiles and leather.

Fire Retardant: (Ammonium Sulfamate): Textiles, paper and insulation products.

Laboratory Reagent: Acidimetric standard; nitrite removal.

Weed Killing: (Ammonium Sulfamate): Rapid and permanent eradication of many weed pests such as poison ivy, ragweed, Canada thistle, etc.

Technical Service is available to assist in the use of Sulfamic Acid. A limited number of samples are available for test work.

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Handmade Trade Cycles

It is peculiar how illogical men can be when they are intent on one purpose. They become like horses with "blinders" on—able, apparently desiring, to see only the narrow path in which they would travel. The pity of it is that they block out useful, as well as distracting, side views.

Businessmen deplore the cycles of trade which, wholly uncomprehended, appear to compel blind following up hill and down. But, the same businessmen—many of them—while extolling the desirability of a less undulatory course of trade will persist in making their own hills and dales and cycles by increasing their production, or their selling, efforts at intervals which have no logical calendaring and relaxing these efforts when they find that their own inventories or those of their customers have become alarmingly large.

In its beginnings this hill-and-dale method was supposed to reflect the influences of the seasons, although it was applied to many lines of everyday goods. Today the seasonal aspect has become almost negligibly secondary. The impetus is now applied in the form of a deal, usually including a reversion to the methods of the wagon-peddler in respect of giving premiums.

Careful analysis has shown that not more than one in a hundred articles is brought to a larger annual sales volume by the periodical deal method, and that even this exceptional item gets no permanent boost, and that only under constantly increased inducement—and decreased unit profit.

Cycles are disruptive of stable employment, and stable employment, in production or in sales, is undeniably useful all around. Deals are the most artificially induced cycles. They are easily preventable. They are not profitable. They destroy values. They alienate distributors. They aggravate the consumer's suspicion that he must pay too much for everything he buys.

How long will manufacturers continue to deceive themselves by handmaking trade cycles in the guise of deals?

Constitution Tops Labor Law

Both sides are celebrating a "victory" in the long-pending Ford case under the labor relations act because a United States Circuit Court of Appeals has upheld the right of an employer to express to his employees his opinion with respect to organized labor, and has also upheld the National Labor Relations Board in its charges that the employer incited a labor riot and discharged a number of employees for activities in organized labor. This divided decision is expected to be carried to the Supreme Court of the United States, but the division appears to be in part a matter of legal rights and in other part a matter of facts relevant to the labor statute. As such the division is a natural one and is healthy evidence of judicial intelligence. Facts are as important as law in all matters of human conduct and relations.

Interest in this labor law case has been held in a general sense by the labor board's endeavor to interpret the statute as amending and delimiting the rights of free speech specifically guaranteed by the first amendment to the Federal constitution. The circuit court's opinion is that the potentiality of coercion or even its actuality in a degree is no invalidation of the right of expression of individual opinion and does not suffice as grounds for the whittling away of basic constitutional rights.

The major significance of the decision in the Ford labor case appeal is that with reference to the wisdom of providing prompt and complete court review of all administrative actions. The bill that pends in Congress with this purpose should be passed without further delay or pre-election timidity. This right of review is of special interest now as it applies—fortunately it does—to the labor relations law. The official position that no concern which has been held by the labor board to be guilty of an unfair labor practice may have a government contract is bad enough where inadvertent guilt may have existed. It would be intolerable if an employer had no appeal from a finding by the board.

The President is reported to be studying the filling of the labor board vacancy which has existed for some weeks. It is greatly to be desired that this important post not be given to another who regards his enabling statute as paramount to the constitution, the common law, and every accepted right of man. Recent decisions of the labor board are reported to hold an employer guilty if antiunion remarks are made by his wife in his plant, and to hold an employer guilty of coercion and intimidation for issuing a printed statement that the law permits collective bargaining through representatives not associated with either of the national labor organizations. Such findings may have a factual basis, but they are difficult to reconcile with the general concept of constitutional rights.

It is better to look upon such findings as that of the circuit court above or that of the labor board itself in the Michigan bakery case in which an employer's successful opposition to a strike and other efforts in a persistent demand for a closed shop is held not to be an unfair labor practice even though a number of strikers were refused re-employment. There is hope for the labor relations law in an open-minded administrative board and in the assurance presented by the right of court review.

The Idea Is Good

The past week's most noticeable proposal in Congress was that to supersede the United States Tariff Commission with an Economic Defense Board tied in with the Export-Import Bank. The proposed board would inherit the commission's powers in respect of the flexible tariff, and would be empowered to help concoct tariff bargains with more or less economic science, which would require, however, the ultimate approval of Congress. The board would also have power "to arrange barter transactions with foreign nations to dispose of surplus commodities." The last five words of those quoted subtract much from the potential usefulness of the idea; for bartering is going to be an important factor in international trade in the economic resurgence that will follow the war.

This economic defense proposal is directed in large part to the generally feared postwar period of world market readjustments. Some preparation must be made for that time. The idea of a board has the value of simplicity. The tie-in with the Export-Import Bank is promising of a necessary sort of coordinated procedure. In truth, the proposal has much to commend it until its sponsor's statement of basic economics is considered. He says:—

> The need of such a bill seems self-evident. It was foreshadowed in the opposition last Winter to the extension of the administration's trade agreement program and the free trade principles under which that program has been administered. I took an active part in that opposition. But, whatever the original merits of that controversy may have been, it is now painfully apparent that the Hull program itself has become largely obsolete in a world increasingly ravaged by war and must be superseded by an active policy of economic defense, which includes returning to our traditional trade policy of protection coupled with reciprocity based on the conditional most-favored-nation principle.

Barring an understandable and excusable bit of verbal floridity, that statement is encouraging until it reaches the concluding relative pronominal clause. That spoils the whole presentation; because, seeking to avoid the obsolesence of 1940, it makes a fetish of the obsolescence of 1900. The world has moved—or, more pertinently it has been shoved about—since that era, and it is being economically dislocated by the jostling it is getting today. The idea of preparing for national economic defense is a good one, and a necessary one. But, it cannot be satisfactorily implemented by means of the theories of the previous century.

—O-P-D—

A Pioneer Has Passed

Government was not a generous, doting parent to its people in the days when John Anderson began to learn the rudiments of establishing a chemical industry in the United States. His employers had not been subsidized; nor did the industry have at its call the lore and services of a thousand governmental technicians. That was the day of the pioneer in industrial inauguration and development. And it produced the men whose strength, as well as faith, was to do so much in the emergency of almost a half-century later.

But, no times can make pioneers unless there be faith; no era can provide integrity readymade. In these essentials John Anderson was well equipped; he had the spirit of the true pioneer—and he maintained it in high endeavor

A Tribute to the Pharmaceutical Industry

Nowhere in the world are pharmaceutical standards higher than in our own country. This industry has grown amazingly in volume throughout the short span of our country's history, and no less amazing has been the development of its high standards designed for the protection of public health. Chas. Pfizer & Co. takes pride in its nearly century-long service to the pharmaceutical industry and in its contributions to the industry's progress, both through the development of improved processes of manufacture and the maintenance of rigid standards of purity and quality.

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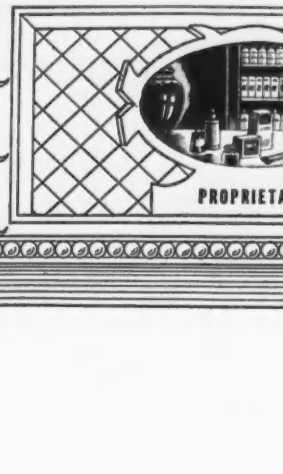

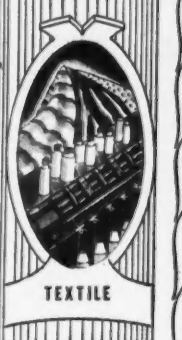

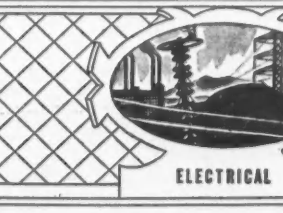

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Heavy Chemicals

Shipments Steady, Reflecting Activity in Durable Goods—Short Trucking Strike Causes Slight Inconveniences—Rock Salt Firmer—Manganese Sulphate Advanced

Shipments moved against contracts at a steady pace in the market for heavy chemicals last week. Activity in durable goods continued at an accelerated pace so far this month and was expected to match or better the high levels experienced during September. New defense orders and big backlogs were sustaining factors. Political development and the international crisis had little effect on business. Early in the week trucking service, both local and long distance, was crippled by a strike, but settlement was effected locally by the middle of the period. Conferences continued to end the long distance strike, and some agreement was anticipated soon.

Contract prices for next year were released on rock salt showing slight advances in car lots and less car lots. Sellers reserved the right to increase prices brought about by any unforeseen increase in costs. Manganese sulphate prices were sharply higher, reflecting to a large extent the rising costs of raw material and other replacement expenses.

Chemicals entering the electroplating, case hardening and other metallurgical trade were in good demand. Shipments of soda cyanide were active, while other cyanides, nickel salts, chromic acid and sulphuric acid moved steadily. Aqua ammonia continued in a strong position. Shipments of sal ammoniac were steady. Demand for chlorine held at good levels. Potash salts were well taken. Withdrawals of alkalies proceeded at satisfactory pace. Formic, muriatic, nitric and oxalic acid were firm features.

Alums.—A firm price tone prevailed. Shipments moderately active. August exports 206,366 pounds, valued $12,463.

Alumina Hydrate.—Business fair. No change in the quotations.

Alumina Sulphate. — Withdrawals steady, and prices firm. August exports 10,724,090 pounds, valued at $124,492, of which 9,053,386 pounds went to Canada.

Ammonia, Anhydrous.—Buying followed normal seasonal lines. Prices remain firm. August exports 1,304,237 pounds, valued at $101,854.

Ammonia, Aqua.—Market position strong, with interest steady. Prices firm and unchanged.

Ammonia Bicarbonate. — Transactions routine. Prices lacked change.

Ammonia Bifluoride. — Business failed to broaden, but prices were firm.

Ammonia Carbonate. — Consumers made necessary replacements as a rule.

Ammonia Fluoride.—Shipments narrow. Prices remain the same.

Ammonia Nitrate.—Prices rule firm and unchanged. Inquiries steady.

Ammonia Perchlorate. — Quotations nominal. Offerings restricted.

Ammonia Persulphate. — Interest conservative. No change in the prices.

Ammonia Phosphate.—Dealings only fair. Prices without alteration.

Ammonia Oxalate.—Market routine. Prices rule firm.

Ammonia Silicofluoride. — Prices hold firm, while inquiries were only fair.

Ammonia Sulphide.—Moderate activity. Steady to firm price tone.

Ammonia Sulphocyanide. — Quotations lacked any change, and commitments were conservative as a rule.

Ammoniac Sal.—Shipments steady. Prices unaltered and tone was firm.

Antimony.—Small lots usually made up the call. Domestic spot price the same.

Antimony Oxide. — Withdrawals fairly steady. Quotations without change.

Arsenic.—Movement of white was moderate. Pricewise a firm tone prevailed.

Barium Carbonate.—No new price developments. Shipments irregular.

Barium Chlorate.—Market position strong, and offerings limited.

Barium Chloride. — Withdrawals were spotty. Prices remained unchanged.

Barium Hydrate.—Usual consumers made necessary replacements. Steady to firm price tone.

Barium Nitrate.—Quotations firm, and interest fairly steady.

Barium Oxide.—Buying moderate, with prices well maintained.

Bleaching Powder. — Commitments moderate against contracts as a rule. Prices firm.

Calcium Acetate. — Shipments routine. Quotations held firm.

Calcium Carbide. — Fair demand. Nothing new occurred in the prices. August exports 5,427,154 pounds, valued at $197,009, of which 3,000,000 pounds went to the United Kingdom.

Calcium Chloride.—Some seasonal movement underway for ice control work; other demand satisfactory. Prices without change. August exports 2,665,604 pounds, valued at $30,371, of which 2,453,800 pounds went to Canada.

Carbon Bisulphide. — Steady movement to basic consuming industries. Prices without alteration. August exports 798,483 pounds, valued at $35,725.

Carbon Tetrachloride. — Market steady to firm, with business steady.

Chlorine. — Demand held at good levels, and position of market was firm. Prices unchanged. August exports 1,154,956 pounds, valued at $28,247.

Price Changes

Advanced

Manganese, sulphate, anhy., 1c. per lb.
Salt, rock, 50c. per ton.
Soda stannate, ½c. per lb.
Tin, Straits, ½c. per lb.
crystals, ½c. per lb.
stannous chloride, anhy., ½c. per lb.
tetrachloride, anhy., ½c. per lb.

Reduced

None

Comparative Values

Index numbers compiled from twenty-five typical chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
154.7	**154.7**	**151.4**	**149.3**

Index numbers compiled from twenty typical acids on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
101.6	**101.6**	**101.6**	**99.0**

Market news that may have developed after this report was sent to press will be found on page 4.

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 7

Association meetings:—
DCAT outing, Oct. 18-19, Skytop.
Pest Control Association, Oct. 28-30, Indianapolis.

Cobalt Oxide.—Little change in market position, with business restricted to regular channels.

Copper.—Demand fairly good, with price firm at 12c. per pound. Quotations in export market ranged from 10¼c. to 10.40c. per pound.

Copper Salts. — Prices were unchanged and firm. Business generally moderate, but steady.

Copper Sulphate.—Business steady. Prices remain the same, with tone firm. August exports 4,747,799 pounds, valued at $196,884.

Copperas. — Market position tight and offerings restricted to regular channels.

Feldspar. — Buying conservative, with prices steady to firm.

Fluorspar. — Demand moderately active. Price situation still competitive.

Glauber's Salt.—Transactions fairly steady. Prices rule unchanged.

Lead Acetate. — Dealings routine. Prices remain firm.

Lead Nitrate.—Trading lacked much feature, while prices held the same.

Lime. — Shipments steady. There were no new price developments.

Magnesite.—Prices continued firm and position of market was tight.

Manganese Sulphate. — Anhydrous material advanced 1c., ranging from 10c. to 10¼c. per pound, according to quantity. Demand steady.

Molybdenum Metal Powder.—Prices firm and shipments at good levels.

Nickel Salts.—Commitments steady and market continued firm.

Phosphorus.—Offerings of red limited; fair demand for yellow. Prices firm.

Potash Carbonate. — Demand continued steady against contracts. Prices unchanged and firm.

Potash Caustic.—Firm price tone, with interest good.

Potash Chlorate.—Business limited to regular consumers for normal requirements. Prices firm.

Potash Cyanide.—Domestic material available at 75c. per pound. Fair demand.

Potash Permanganate.—Market position strong, and commitments steady from usual channels.

Salt.—Effective October 10th rock salt delivered in bags here advanced 50c. to basis of $13.70 per ton in car lots and $15.50 to $16.10 in less car lots.

Saltcake.—Quotations nominal. Commitments steady from paper and glass trade.

Saltpeter.—Prices firm at levels established preceding period. Moderate demand.

Soda Acetate. — Business routine. Pricewise a firm tone prevailed.

Soda Ash. — Shipments moved against contracts fairly steady. Prices unchanged. August imports 7,384,174 pounds, valued at $105,215.

Soda Bicarbonate. — Interest remained steady, and prices lacked change. August exports 2,043,559 pounds, valued at $34,429.

Soda Bisulphite.—The call moderate, and prices steady to firm.

Soda, Caustic.—Withdrawals proceeded at satisfactory levels in most directions, and nothing new occurred in the prices. August exports 17,063,517 pounds, valued at $361,294.

Soda Chlorate. — Market position firm, and shipments usually limited to regular sources.

Soda Cyanide. — Demand active. Prices unchanged and firm. August exports 1,035,994 pounds, valued at $135,196.

Soda Hydrosulphite.—Prices failed to change, while transactions were routine.

Soda Metasilicate.—Business moderately active. Prices rule firm.

Soda Nitrite. — Interest continued steady. Prices well maintained.

Soda Phosphate.—Buying for necessary replacement was steady. Prices lacked any change. August exports 538,469 pounds, valued $27,437.

Soda Pyrophosphate. — Shipments moved at a fairly steady pace. Prices were firm.

Soda Silicate.—Withdrawals held at good levels. Prices remain firm. August exports 1,080,794 pounds, valued at $16,412.

Soda Silicofluoride.—In absence of any imports, demand for domestic material continued good. Prices firm.

Soda Stannate. — Prices advanced ½c. ranging from 33½c. to 36½c. per pound. Business steady.

Soda Sulphide. — Steady demand. Prices unchanged and firm.

—*Continued on page* 30

Westvaco Chlorine Plans Preferred Stock Issue

The Westvaco Chlorine Products Corporation, this city, has entered into an agreement for the underwriting and sale of 60,000 shares of $4.50 cumulative preferred stock. Out of the proceeds of such shares the company purposes to redeem the 180,914 shares of $30 par value 5 percent convertible preferred stock now outstanding. Holders of the 5 percent shares will be given the right to exchange for $4.50 shares in the ration of 1 1/10 shares of $4.50 preferred stock for each $100 par of 5 percent stock outstanding.

'Rapidogen' Yellow Offered

An addition to its line of "Rapidogen" colors has been made by the General Dyestuff Corporation. The new product, Golden Yellow 3R, is said to produce on cotton or rayon bright, golden yellow shades with a reddish cast. The new color possesses excellent fastness to washng, moderate fastness to light, and fairly good fastness to chlorine, it is claimed. A bulletin describing the new dyestuff may be obtained by addressing the General Dyestuff Corporation, 435 Hudson street, New York, mentioning the REPORTER.

Trade Briefs

Boron ore exports from Argentina increased from 3,730 metric tons in 1936 to 6,060 in 1937, 6,660 in 1938 and 9,577 in 1939.

Walter J. Curley, president of the Pennsylvania-Conley Tank Car Company, has been named director of the McKeesport Tin Plate Corporation.

Maryland Printing Ink Company has taken out a charter under the laws of the State of Maryland to carry on manufacturing operations. The company will be located at 35 South Gay street, Baltimore.

Organic Extracts, Inc., has been organized in Los Angeles county, with a capital of $25,000. Directors are J. A. McAvoy and Geraldine McAvoy, both of Orange, Calif., and Lynn V. Gosling, of Santa Ana, Calif.

National Explosives, Inc., has been formed in Massachusetts, with a capital of $1,000,000, to engage in the manufacture of 'molex,' a high explosive. The company's plant will be located at Hanover, Mass.

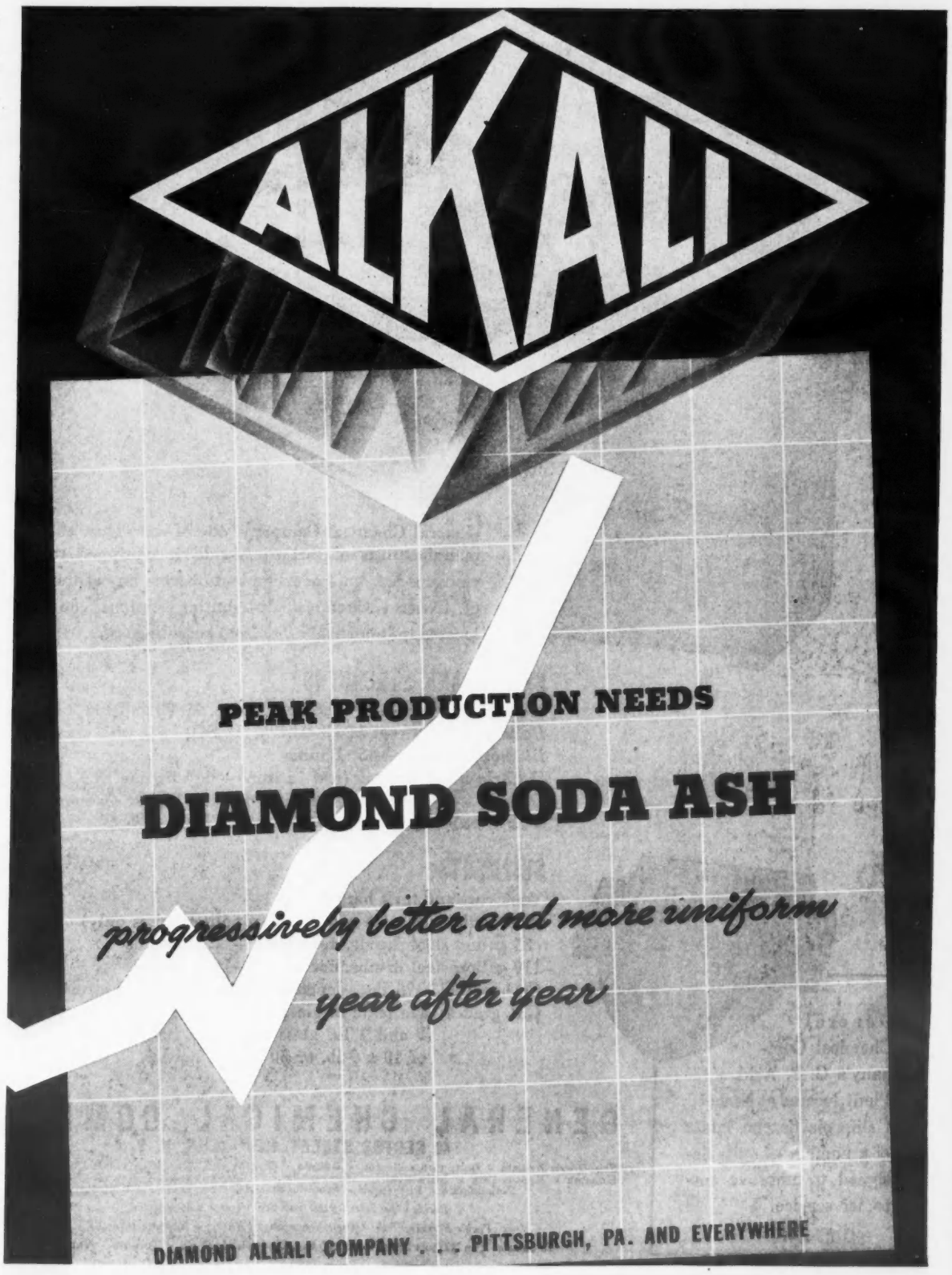
40-Hour Week Starts Midnight October 23

—Continued from page 3

piration of the second year from the effective date of the act," he said. If the employee's work begins, for example, on Monday, October 21, 1940, the employer, Colonel Fleming said, need pay time and a half only if more than forty-two hours are worked in the period of seven consecutive days from October 21, through October 27, inclusive.

If the employee's workweek begins on or after midnight October 23, Colonel Fleming explained, the employer must pay time and a half after forty hours are worked in the workweek beginning at such time. For employers whose regular workweek begins on Monday, Tuesday or Wednesday, the forty-hour provision will not become effective until October 28, 29, or 30, respectively.

Cleveland Paint, Varnish and Lacquer Association held its first meeting of the new season at the Country Club, September 27. There were fifty-eight golfers and about 100 present at the dinner.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DIAMOND SODA ASH
progressively better and more uniform
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DIAMOND ALKALI COMPANY . . . PITTSBURGH, PA. AND EVERYWHERE

Distribution Parley Discusses Prices

—*Continued from page* 5

keting problems. He said that for the immediate future there is good reason to believe that the American economy has enough unused capacity in plants, materials and man power to go a very long way in building necessary armaments without diminishing the supply of consumer goods—in fact, he added, that the flow of consumer goods may even be substantially increased.

Dr. Nathan Isaacs, professor of business law at the Harvard School of Business Administration, pointed out that it was impossible to spend $15,000,000,000 and withdraw nearly 1,000,000 men from their ordinary pursuits, without disturbing the workings of "the sensitive economic machinery of distribution."

Dr. Isaacs held that the principle of the conscription of industry written into the draft act applies to distribution as well as production. The greater the voluntary contribution of business to the meeting of the emergency, the smaller will be the government control and the quicker will be our recovery in that longed-for time when the nations of the earth will enjoy another respite from the horrors of war, he said.

Looking into the more distant future, Prof. Sumner H. Slichter of the Harvard School of Business Administration, who discussed the economic factors in the long-run business outlook, warned that the problem of maintaining full employment would be grave and "it would be folly to underrate it."

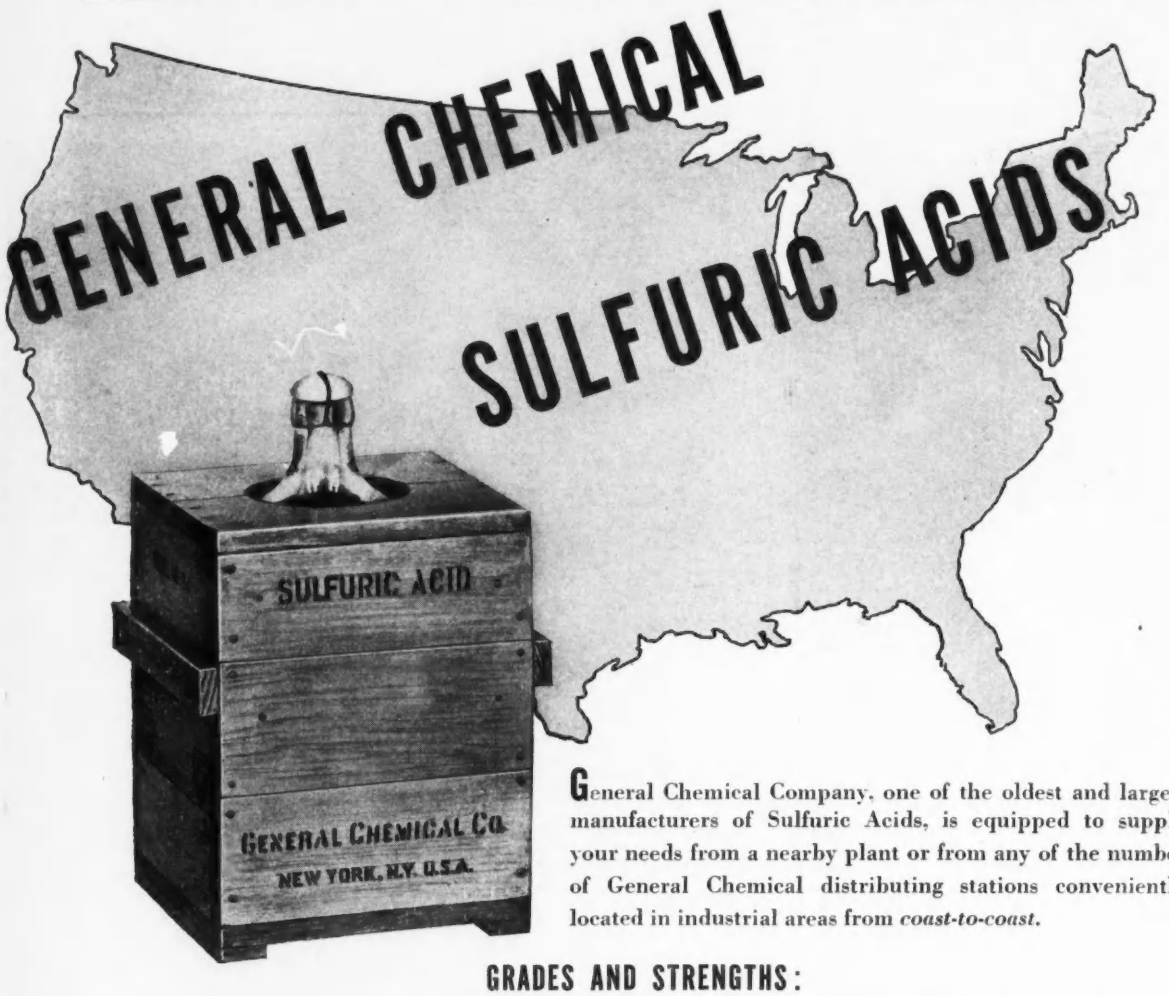
How serious it will be will depend largely upon our tax policies, our wage policies, our pricing policies and the progress of technological research, Prof. Slichter said.

Revealing preliminary results of the tabulation of the 1940 business census in seventeen States, Vergil D. Reed, assistant director of the Bureau of the Census, told the conference that retail sales have increased substantially since 1935 in all of the seventeen States. The percentages, he said, range from 12 to 43 percent.

Chemical Lime to Reorganize

Sufficient assents have been received from creditors and stockholders of the Chemical Lime Company, to enable confirmation of the plan of reorganization formulated by C. P. Wynne, trustee. The plan provides for an investment of $350,000 in the corporation by the Reconstruction Finance Corporation. National Gypsum Company, Buffalo, would lease the plant at Bellefonte, Pa., for seventeen years from the Reconstruction Finance Corporation during which $50,000 and interest would be applied each year to amortizing the $350,000 loan.

Swedish match industry is operating at 25 percent capacity. A renewal of activities is apparently in progress, as the total stoppage of the Swedish match industry was slated for May 27 owing to inaccessibility of export markets.



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Standard Grades—60° and 66° Baume, 95, 98 and 100% H_2SO_4
Battery Acid —27.24%-93.19% H_2SO_4
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General Chemical Company's C. P. Acid Plant, located at Nichols, California, is the latest of a number of units designed to improve customer service.

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Pacific Northwest Sales Offices: Wenatchee (Wash.) - Yakima (Wash.)

In Canada: The Nichols Chemical Company, Limited, Montreal - Toronto - Vancouver

Heavy Chemicals

—*Continued from page* 29

Soda Sulphite. — Good interest. Prices the same, and tone firm.

Strontium Salts.—No new price developments. Market position firm. Demand moderate.

Sulphur, Refined.—Business spotty. Quotations were unchanged and firm.

Tin Salts.—Prices were generally ½c. higher. Tin crystals were 39c. to 39½c. per pound; anhydrous stannous chloride 48c. to 48½c. per pound and anhydrous tetrachloride 25½c. per pound. Straits spot metal advanced to 51⅞c. per pound.

Uranium Oxide.—Market position strong and buying conservative.

Zinc Acetate.—Business strictly routine. No change disclosed in the prices.

Zinc Carbonate.—Interest fair. Prices lacked any change and tone was firm.

Zinc Chloride. — Moderate withdrawals against contracts the rule. Prices firm.

Zinc Cyanide.—Usual consumers made their appearance for fair-size replacements. Nothing new occurred in the quotations.

Zinc Sulphate.—Prices remain firm. Withdrawals fairly steady.

Acids

Buying continued at steady levels in the market for mineral acids last week. Shipments moved in moderate quantities to basic consuming industries against contracts. The position of many acids continued strong. Chromic was firm, and moved well to the plating trade. Offerings of formic for export were well booked ahead. Muriatic was well taken. Nitric remained tight. Offerings of oxalic were still restricted. Sulphuric was taken steadily against contracts.

Abietic. — Buying routine. Prices failed to change.

Acetic.—Moderate demand. Prices remain steady. August exports 309,618 pounds, valued at $24,620.

Battery. — Shipments fairly steady. Quotations steady to firm.

Butyric. — Market firm and withdrawals moderately active.

Chlorosulphonic. — Steady to firm price tone. Demand spotty.

Chromic. — Good movement to plating trade. Prices rule firm.

Formic.—Market position firm and buying steady.

Gallic. — Business narrow. Prices firm and unchanged.

Hydrofluoric. — Fair interest. No change disclosed in the prices.

Lactic.—Shipments irregular. Price-wise a firm tone prevailed.

Muriatic. — Demand steady and prices firm. August exports 550,240 pounds, valued at $14,585.

Naphthenic. — Moderate inquiry. Prices nominal.

Nitric.—Market position strong and withdrawals good.

Oxalic. — Offerings restricted and prices remain firm.

Phosphoric.—Transactions only fair. No change in the quotations.

Sulphuric. — Buying steady against contracts. Prices lacked any change and the tone was firm. Production during July totaled 180,553 tons, against 176,846 tons in June and 139,248 tons in July. First seven months' output aggregated 1,385,920 tons, compared with 1,003,233 tons in the corresponding period a year ago, according to statistics compiled by the Department of Commerce.

Baltimore, October 9.—Conditions in the market for sulphuric acid this week appeared to be about as they were the previous six days, with orders apart from the firm business placed at the beginning of the current year few and far between, and with the deliveries made on old contracts filled at the stipulated figures, while the nominal quotations stand still $12 per ton for 60 degree and $15 per ton for 66 degree acid. The business in oleum shows no decided change from what it has been for some time. The nominal prices on this commodity range around $17 per ton for 20 percent stocks.

Insecticides

There was little to report in the market for agricultural insecticides and fungicides last week. Trading proceeding along normally seasonal dull lines. Export inquiries, however, reached the market in fair volume and shipments were satisfactory to Mexico, Central American and South Ameri-

can countries. Prices were without any changes, and the tone remained firm.

Factories have been established in Palestine during the last few years for the manufacture of insecticides and disinfectants. Important quantities of insecticides are required for agricultural purposes; especially by growers of citrus fruit. It is estimated that from 30 to 50 percent of the requirements for agricultural insecticides are now made locally.

Bordeaux Mixture.—Market dull. Prices without change.

Calcium Arsenate.—Business quiet. Prices rule firm. August exports 294,027 pounds, valued at $11,413, of which 121,115 pounds went to Argentina and 110,700 pounds to Peru.

Lead Arsenate.—Buying seasonally slow. Prices unaltered. August exports 291,896 pounds, valued at $24,416.

Nicotine Sulphate.—Little feature to the trading. Prices remain the same. August exports 16,785 pounds, valued at $10,616.

Zinc Arsenite.—Market devoid of any new developments. Prices rule firm.

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BLEACHING AGENTS
LYES
FERRIC CHLORIDE
CARBON BISULPHIDE

F.T.C. Procedure Upheld by Court

—*Continued from page 3*

objectives were to limit sales and distribution by dealer-members to districts in which they have their places of business and to prevent other dealers from selling in the trading area where a respondent dealer is located; price lists were prepared in certain territories which resulted in increased costs to consumers in those areas; quotas of sales, by manufacturers and wholesalers, in certain areas were determined.

Counsel for respondents filed an answer to the commission's complaint stating that he appeared for all the respondents heretofore served. For the first time, in his brief and argument before the circuit court he revealed his intention of challenging the jurisdiction of the commission to issue the cease and desist order, relying on the strictest limitation on his answer in that he appeared only for those respondents whom the commission could prove were legally served. Without deciding whether the answer could be construed as appearance for all "respondents," the court found that the circumstances in the case disclosed that he appeared generally for all respondents.

Counsel for the California Lumbermen's Council maintained that the respondents before the commission were deprived of a fair trial because the trial examiner directed that the respondents should put on their case prior to the closing of the case for the government and that upon counsel for the respondents' refusal further to proceed, the trial examiner declares the hearings closed. The evidence was that the trial examiner so ruled because two respondent officials, who had been subpenaed by the government and for whom several court orders had been issued commanding their appearance, were missing. The court found that the ruling of the examiner was correct and reasonable and was not to the prejudice of the respondents.

It was also maintained that the respondents were denied and deprived of a fair trial because of a ruling on the admission of evidence which resulted in the rejection or the striking from the record of evidence admitted. It was contended that the cease and desist order of the commission should be nullified because of such rulings by the trial examiner. The court held that in accordance with the Federal Trade Commission act, the respondents should have applied to the court for leave to adduce such evidence deemed to have been wrongly kept out of the record provided the same was material; counsel for petitioners failed to show the materiality of the excluded portions or wherein the petitioners were prejudiced.

The court made similar observation in reference to petitioners' contention that the commission denied their motion for an order requiring the official reporter to prepare and file with the commission a true, full, and correct transcript of the entire record. The petitioners further challenged the power of the commission to appoint an examiner to hear evidence and rule on evidentiary points. The court held there is no requirement in the act that the hearing be before the entire board; the act provides specifically for examiners.

The court did find that the trial examiner unnecessarily restricted the examination of a witness respecting NRA codes but that no harm was thereby done.

Dow Co. Earnings Gain

Net profit of the Dow Chemical Company, Midland, Mich., and its subsidiaries for the quarter ended on August 31, amounted to $2,105,946 after interest, depreciation, Federal income taxes and other charges. No provision has been made for possible excess profits taxes. The result is equal, after preferred dividend requirements, to $1.96 each on 1,031,988 shares of common stock and compares with $1,449,524 or $1.33 a share in the three months to August 31, 1939.

Industrial Training Status Of Wage Act Clarified

—*Continued from page 3*

These criterions supersede the criterions for training programs set forth in paragraph 15 of Interpretative Bulletin 13, but do not supersede the provisions of that bulletin with respect to safety meetings, related supplemental instruction of bona fide apprentices, correspondence courses, and attendance in educational institutions.

With respect to this policy on the part of the wage and hour division, Colonel Fleming said that the division wants to encourage employers to train employees to higher skills, and that in cooperation with the National Defense Commission and the Department of Commerce, it was felt that setting these four definite and simple criterions would permit employers to determine readily whether a training program would be considered by the wage and hour division to be "hours worked."

An example of a training program which under these four criterions would not be considered working time is that of a welder who is working in an automobile plant welding steel automobile frames. The employer has accepted an order for airplane fuselages, in the construction of which employees having the skill to weld aluminum will be required. The employer gives to any welder in his organization the opportunity, if he chooses, to take a course after working hours in welding aluminum. In such course no finished product is made, but the end product of the welding is scrapped. There is provision that if the welder does not require this higher skill he shall be permitted to continue to be a welder working for the employer on steel automobile frames.

Another example is that of a typist. An expansion of the plant gives opportunity for stenographers. The employer offers to any of his typists who choose an opportunity after work to be trained for stenographic work. Such training is not made a condition of their continuing as typists and no regular office work is done for the employer during the training period.

An example of obtaining a different skill is the case of a punch-press operator who knows that his employer will install drop forging machines, employment in the operation of which will yield a higher rate of pay. The employer offers a certain number of punch-press operators and employees in other skills an opportunity after work to be trained on drop forging machines. The end product of the forging is scrapped. Punch-press operators who do not take this course are allowed to continue in employment as punch-press operators.

Air-Motored Agitators Presented in New Folder

An attractive four-page folder showing the various types and sizes of "Pneumix" air-motored agitators available has been released by the Eclipse Air Brush Company. The newly designed mixers are said to be interesting industrially because of their explosion-proof, and splash-proof performance. Variable speeds from thirty to 6,000 revolutions per minute are obtainable with them. A free copy of the folder may be obtained by addressing the Eclipse Air Brush Company, 390 Park avenue, Newark, N. J., mentioning the REPORTER.

Chrome Cement Study Proposed in Congress

OPD Washington Bureau
October 7, 1940

The National Bureau of Standards is authorized to conduct experiments to determine the suitability of chromium trioxide in the making of cement mortar for use in bombproof shelters, under the terms of a bill (H.R. 10620) introduced today by Representative Knute Hill of Washington. The sum of $25,000 is authorized for the experiments.

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Dyestuffs, Textile and Leather Chemicals

Textile and Leather Industry Broadening Commitments—Chinese Nutgalls and Imported Egg Products Firmer—Tanning and Sizing Materials Move Steadily

The improved buying movement noted the preceding period continued in evidence last week. Many materials were taken steadily by the textile and leather industries. Woolen mills were receiving a steady influx of civilian and military orders with some producers booked up well into the first quarter. Cotton goods displayed some improvement, while tanners were well sold ahead as the result of heavier buying from shoe manufacturers.

Price movements revolved around imported materials from the Far East. The tense situation there brought about a better inquiry for dried egg products; both the albumen and yolk were firmer. Although stocks were sizable a while ago, consumption has been heavier recently because of the cooler weather among other factors, and market was generally stronger. Chinese nutgalls advanced, while no quotations were available for Alleppo.

Tanning materials moved better than for some time, reflecting improved operations in the leather industry; prices were all firm. Sizing materials were well taken by the textile trade, with prices on the firm side. Natural dyestuffs have not benefitted a great deal as yet from the heavy government buying, since the colors used in blankets and uniforms are not the dark colors supplied by logwood, hematine and other materials. However, movement to the leather industry has shown improvement.

Chemicals

Alumina Acetate.—Shipments fair. Prices remain the same.

Alumina Chloride.—Business routine. Pricewise a firm tone prevailed.

Ammonia Acetate. — Quotations lacked change, while trading was narrow.

Ammonia Bichromate.—Buying conservative. Prices unchanged and firm.

Antimony Salts.—Market dull. Quotations held steady to firm.

Chrome Acetate.—Small lots usually made up the call. Prices unchanged.

Potash Bichromate. — Withdrawals moderate, and tone of the market remained firm.

Potash Prussiate.—Supplies of red negligible, while call for the yellow was only fair.

Soda Bichromate.—Demand moderately active. Fair export inquiry. Prices remain the same. August exports 1,108,918 pounds, valued at $97,828.

Soda Prussiate.—Interest was only routine. Nothing new occurred in the quotations.

Sulphonated Oils.—No further easing was noted in castor oil; prices for tallow and olive were steady to firm. Demand fairly steady.

Zinc Dust.—Buying moderate. Pricewise a firm tone prevailed.

Dyestuffs

Annatto.—Usual consumers made necessary purchases only. Prices unaltered.

Cochineal.—Market remained firm, but trading lacked much broadening.

Fustic.—Business held at fair levels. Prices steady to firm.

Hypernic.—No change occurred in the prices, while shipments were conservative.

Indigo.—Not much developed in this direction. New crop awaited.

Logwood.—Dealings continued routine. Prices display firmness. August exports of the extract 39,385 pounds, valued at $6,509.

Madder Dutch.—Demand dull. There was nothing new to report in the quotations.

Turmeric.—Market retained its firm position, with trading limited to regular channels.

Price Changes

Advanced

Egg albumen, imp., 2c. per lb.
yolk, imp., 1c. per lb.
Nutgalls, Chinese, 1c. per lb.

Reduced

None

Comparative Values

Index numbers compiled from nineteen typical dyestuffs on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
145.4	144.6	144.6	148.4

Market news that may have developed after this report was sent to press will be found on page 4.

Sizing Materials

Albumen, Blood.—Prices firm. Withdrawals steady, and offerings limited.

Albumen, Egg.—Imported prices 2c. higher ranging from 62c. to 64c. per pound. No change in domestic quotations. Better inquiry.

Corn Sugar.—Commitments fairly steady. Prices rule firm.

Dextrin, Corn.—Business moderately active, and quotations well maintained. Visible supplies of corn for week ended October 5 increased 2,849,000 bushels.

Egg Yolk.—Imported quotations 1c. higher at 51c. to 55c. per pound. Domestic prices unaltered. Interest improved.

Sago Flour.—Consumers made fair size replacements. Prices the same.

Starch, Corn. — Demand steady. Prices unchanged and firm. Corn grind for September totaled 5,937,663 bushels, against 5,450,391 bushels in August and 7,587,756 bushels in September, 1939, according to Corn Industries Research Foundation.

Starch, Potato.—Shipments moved out at a slightly better pace. Prices unchanged.

Starch, Rice.—Withdrawals moderately active. Prices steady to firm.

Starch, Wheat.—Prices held the same, while business was moderate.

Tapioca Flour.—Firm price tone prevailed, while buying held steady.

Tanning Materials

Chestnut Bark.—Better inquiry, and shipments steady. Prices firm.

Cutch.—Buying routine. Quotations lacked change.

Gambier.—Business quiet. Prices well sustained.

Hemlock Bark.—Shipments moved fairly steady. Prices were unchanged.

Hematine.—Buying irregular. Prices lacked any change.

Mangrove Bark.—No new price developments, while inquiries broadened.

Myrobalans.—Quotations held unchanged. Business moderate.

Nutgalls.—Prices for Chinese advanced 1c. to 18c. per pound. No prices obtainable for the Alleppo.

Oakbark.—Demand moderately active. Prices ruled firm.

Osage Orange.—Interest fair. Pricewise a firm tone prevailed.

Quebracho.—Prices continued firm, while shipments were steady.

Quercitron. — Commitments spotty. Nothing new occurred in the prices.

Spruce.—A better demand was evident, and prices remained firm.

Wattle Bark.—The call was routine. Pricewise no change occurred.

Current prices on dyestuffs and tanstuffs are given in the alphabetical list of prices beginning on page 7

Association meetings:—
Textile Chemists and Colorists, Oct. 18-19, New York.

Masterson Heads Southwest Finishes Sales for duPont

E. I. duPont de Nemours & Co., Wilmington, has appointed J. L. Masterson, formerly Western refinish sales manager located in Chicago, regional manager of a newly organized Southwestern sales office in Dallas, Tex., for the finishes division. H. R. Lounsbury, formerly manager of Eastern refinish sales, has replaced Mr. Masterson in Chicago. G. F. Baldwin, formerly manager of refinish sales in the Southwest, has been made manager of refinish sales in the Eastern territory with headquarters at Philadelphia.

DuPont to Build 'Nylon' Plant in Martinsville, Va.

E. I. duPont de Nemours & Co. plans the erection of a second plant for the manufacture of "nylon" yarn at Martinsville, Va. The plant which will cost approximately $11,000,000, is expected to come into production late in 1941, and be in full operation in the spring of 1942.

Flax Institute Meets Nov. 8

The annual meeting of the Flax Institute of the United States will be held at the Nicollet hotel, Minneapolis, November 8. The meeting will be featured by a talk by George Priest, jr., director of the technical field service of the National Paint, Varnish and Lacquer Association. Mr. Priest will lead a discussion of markets and trends in drying oils.

Swift & Co., meat packer, Chicago, plans to call for payment November 15 $10,000,000 of its outstanding $36,000,000 first mortgage 3¾ percent bonds due May 15, 1950. The bonds will be retired at a premium of 2 percent over par.

N.Y. Textile Chemists Study Convention Plans

Final plans and reports by various committee chairmen working on the annual convention of the American Association of Textile Chemists and Colorists were discussed at a meeting of the New York section of the organization held October 4 in the Swiss Chalet, Rochelle Park, N. J. The convention of the national association is scheduled for October 18-20 in the Commodore hotel, this city.

Patrick J. Kennedy, general secretary of the convention, reported that interest in the completed program of the annual event promises the most successful convention yet to be held by the association. He was especially enthusiastic as regards a contest of technical papers to be presented by the various member clubs, arranged for this year's sessions.

Following the business meeting a sound motion picture in color was presented by the Aridye Corporation, a subsidiary of the Interchemical Corporation. The picture depicted the extensive facilities for the manufacture of pigments, colors, textile printing pastes, inks, paints and other materials, to be found in the companies affiliated in the Interchemical organization.

Lard Production Off

Production of government inspected lard during August, 1940, amounted to approximately 90,525,000 pounds, as compared with 90,728,000 pounds during the same month last year, according to the foodstuffs division of the Bureau of Foreign and Domestic Commerce. Apparent disappearance in the United States during the 1940 month was reported as 110,525,000 pounds, and for the 1939 month as 97,317,000 pounds.

Exports during August, 1940, were said to have been 10,181,000 pounds, and in the 1939 month 22,848,000 pounds. Cold storage holdings as of September 1, in 1940, were given as 272,887,000 pounds, and in 1939 as 110,378,000 pounds.

Chemical Salesmen Vote Change in Membership Law

The annual meeting of the Salesmen's Association of the American Chemical Industry was held in the Chemists' Club, this city, October 10. Approximately sixty members were in attendance. The meeting voted the election of a nominating committee and amended the constitution of the association. The amendment provides for revising the scope of qualifications for membership in the association.

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Jersey City, N. J.
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CHROMIC ACID
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PLANTS AT BALTIMORE AND JERSEY CITY MINES IN NEW CALEDONIA

SHORT BOILING RANGES ✓
EVEN EVAPORATION RATES ✓
BETTER SOLVENT POWER ✓

CHECK BARRETT LIGHT OIL DISTILLATES on all these points

Short boiling ranges of desired temperatures permit quick completion of evaporation or drying processes and reduce loss of solvents in recovery operation. These are advantages which appeal to production engineers and chemists.

Comparative tests of Barrett Light Oil Distillates and other solvents reveal the desirable short boiling ranges, the even evaporation rates and the superior solvent power of these Barrett coal-tar solvents. They include Benzols, Toluols, Xylols, Solvent Naphtha and Hi-Flash Solvent with a wide range of initial and end points.

Write for our convenient specification chart and for complete information on Barrett coal-tar solvents. We will gladly cooperate with you in selecting the most suitable solvent or in developing special solvents for your purpose. Inquiries are invited.

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BENZOL
TOLUOL
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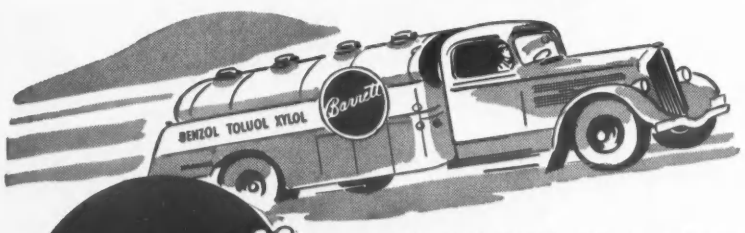
HI-FLASH SOLVENT



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Within a radius of 50 or 60 miles of 13 important industrial cities, Barrett Benzols, Toluols, Solvent Naphtha and Xylols are delivered direct to customers in express tank trucks. Ask us about this time-saving, money-saving service.

Coaltar Chemicals

Phenol and Phthalic Anhydride Shipments Continue Active —Ample Supplies of Toluol to Take Care of Normal Needs —Xylol Stocks Not Heavy—Benzol Moves Steadily

Shipments moved at a moderate pace in the market for coaltar chemicals last week. Withdrawals were made steadily against contracts. There was little indication of any advance buying, but some items were taken in good volume. Solvents and chemicals entering the plastic trade moved well. Exports held at good levels to Canada, United Kingdom and Far East. No new price developments were disclosed, and the tone of the market was steady to firm.

Phenol moved in satisfactory quantities to the plastic trade and other consuming channels, while some good size export inquiries were reported. Phthalic anhydride also enjoyed steady support. Call for cresylic acid continued irregular, but the market tone was one of firmness. Creosote oil was firm, and fair size replacement orders reached the market. Pyridin moved steadily. Naphthalene remained in a strong position. Shipments of various intermediates displayed moderate broadening in some lines. Withdrawals of coaltar acids were routine. Colors were taken steadily.

Ample supplies of toluol were available, but practically all material was finding its way into regular commercial channels. The present high rate of steel operations provided sufficient quantities from coke ovens to take care of all normal needs. Plans, however, were well underway to assure adequate stocks for TNT production from petroleum. Oil companies are expected to furnish toluol direct or from plants to be constructed by the government. Preliminary tests have already proven the practicability of synthetic material for this purpose. Supplies of xylol were not believed burdensome, since production has never been very high in comparison with benzol or toluol. Benzol displayed a better tone recently, shipments moved steadily. However, production was running at high levels, and supplies were more than adequate to cope with all requirements.

Price Changes

Advanced
None

Reduced
None

Comparative Values

Index numbers compiled from twenty typical coaltar products on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
127.1	127.1	127.1	125.7

Market news that may have developed after this report was sent to press will be found on page 4.

Basic Products

Benzol.—Shipments steady. Market under less pressure. Prices unaltered. August exports 387,604 gallons, valued at $79,167, of which 313,280 gallons went to Japan.

Carbazole.—Demand routine. Prices lacked any change.

Coaltar.— Withdrawals moderately active against contracts. Prices remain firm. August exports 52,978 gallons, valued at $3,919.

Creosote Oil. — Transactions continued moderate, and tone of market displayed firmness. August exports 40,284 gallons, valued at $8,087.

Cresols.—Business steady from regular channels. Nothing new occurred in the quotations.

Cresylic Acid.—Demand irregular. Domestic prices were well maintained.

Phenol.—Shipments moved at a good pace in most directions. Prices held unchanged, and tone of market was firm. August exports 809,157 pounds, valued at $124,852, of which 675,000 pounds went to the United Kingdom.

Oil, Shingle Stain.—Market a routine affair. Prices without change.

Naphthalene. — Quotations rule firm and unchanged. Moderate call for crude. Little interest in refined.

Pitch, Coaltar.—Business fair. Pricewise no new developments took place. August exports 483 tons, valued at $9,439.

Pyridin. — Transactions steady. Prices well sustained.

Solvent Naphtha.—Moderate call. A steady to firm price tone prevailed.

Tar Acid Oils.—There was little broadening in the demand. Quotations unchanged.

Toluol.—Withdrawals sufficient to absorb available supplies. Prices rule firm. August exports 2,860,688 pounds, valued at $138,053, of which 2,408,727 pounds went to the United Kingdom and 381,940 pounds to Japan.

Xylol.—Demand moderate. Prices remain the same, with a steady to firm tone in evidence. August exports 40,877 pounds, valued at $2,868.

Chicago Coaltar Bases

Coaltar bases market is quiet and in fairly good tone. Movement of benzol and other material has been of moderate proportion. The 90-degree benzol is fairly steady, but motor benzol has been easing for some time. Other materials are holding their own. Ruling prices exclusive of tax are:—Benzol, 90 percent, 14c. to 15c. per gallon; motor benzol, 9c. to 9¼c., nearby refinery; toluol, 27c.; 10-degree xylol, 29c.; solvent naphtha, 26c.; creosote oil, grade 1, 13½c. to 14c.

Hydrogenated Solvents

Cyclohexane. — Business steady. Prices without change.

Cyclohexanol. — Shipments moderate. No change disclosed in the prices.

Cyclohexanone. — Prices rule firm, and inquiries continued satisfactory.

Methylcyclohexane. — Withdrawals moderately active, and prices firm.

Methylcyclohexanol. — Spot and contract shipments steady. Prices unchanged.

Methylcyclohexanone. — Commitments fairly steady and prices rule the same.

Coaltar Acids

Anthranilic.—Prices continued unchanged, and buying conservative.

Benzoic. — Shipments only fair. Prices lacked any change.

Broenner's.—Interest routine. Quotations ruled firm.

Cleve's.—Usual consumers made

Current prices on coaltar products are given in the alphabetical list of prices beginning on page 7

Association meetings:—
Textile Chemists and Colorists, Oct. 18-19, New York.
Pest Control Association, Oct. 28-30, Indianapolis.

necessary replacements. Prices unaltered.

Fumaric.—Moderate demand. No change disclosed in the prices.

Gamma.—Buying failed to broaden, but tone of the market remained firm.

H.—Dealings strictly routine. No change occurred in the prices.

Laurent's.—Business spotty. Quotations ruled firm.

Maleic.—Shipments moderately active. Prices unchanged and firm.

Malic.—A fair inquiry was reported, while prices held the same.

Picramic.—Market lacked any new developments and buying was routine.

Picric.—Firm price tone prevailed. Business steady.

Salicylic.—Demand fair. No change in the quotations.

Succinic.—Trading was held to nearby needs. Pricewise a firm tone prevailed.

Sulphanilic.—Consumers made fair size replacements. Prices unchanged.

Tobias. — Transactions moderate. Prices steady to firm.

Other Intermediates

Alphanaphthol.—Demand steady for moderate quantities. Prices firm.

Alphanaphthylamine. — Consumers made replacements fairly steady.

Anilin.—Business moderate and prices well sustained.

Anthraquinone. — Dealings fairly steady from usual channels. Prices unaltered.

Benzaldehyde. — Trading routine. Pricewise no change occurred.

Benzidin Base.—Fair demand, while no change took place in the prices.

Betanaphthol.—Steady to firm price tone. Buying moderate.

Betanaphthylamine.—Prices without change. Business only fair.

Diethylanilin.—Withdrawals moderate. No change disclosed in the prices.

Dimethylanilin. — Shipments remained at moderately active pace. Prices rule firm.

Dinitrobenzene.—Interest continued steady. Prices were firm.

Dinitrochlorobenzene.—No new price developments, with moderate demand.

Dinitronapthalene.—Prices firm and shipments routine.

Dinitrophenol. — Transactions narrow. Nothing new in the prices.

Dinitrotoluene. — Market position firm, with demand steady.

Diphenyl.—Business did not broaden, but prices were well sustained.

G. Salt.—Market strictly a routine affair. Prices unchanged.

Metanitroparatoluidin.—Buying conservative, and prices firm.

Metaphenylenediamine. — Small lots made up the call. Prices firm.

Nitrobenzene.—Shipments moved at a steady pace. Quotations unaltered.

Nitronaphthalene.—Usual consumers entered market for fair size replacements.

Orthoanisidin.—Business fair. Market lacked any price change.

Orthochloroanilin. — Firmness prevailed in the prices, while demand was routine.

—*Continued on page* 36

Drug Chain Sales Up

Chain drug store sales rose about 3 percent from July to August in contrast to a usual slight decline for this period, according to the Bureau of Foreign and Domestic Commerce based on reports covering more than 2,000 stores in the trade. August sales were about 7 percent larger than in 1939. During the first eight months of 1940, sales were about 2 percent larger than in the same period of 1939. Independent drug store sales in August recorded about the same relative improvement as was shown by the chain organizations both as compared with July and with the year-earlier total.

Haarlem Oil Plant in N.J.

Albert Frank, of the Tilly Haarlem Oil Works, Haarlem, Holland, has established a factory at 150 Bay street, Jersey city, N. J. Mr. Frank plans to supply Haarlem oil made after the original formula as previously supplied from abroad.

German Ties in U.S. Business to Be Probed

—*Continued from page* 3

finished, used or usable in war industries or war activities or preparations by any foreign person, partnership, association, corporation, or other entity affecting national defense;

(4) Financial arrangements and demands therefor with respect to profits, taxes or other matters, affecting national defense;

(5) Restraints of trade by foreign or domestic persons, partnerships, associations, corporations, or other entities, whether through monopolies or otherwise, affecting national defense.

The resolution charges that some large concerns, because of the influence of foreign companies, have deferred national interests to monetary considerations and have thus obstructed the national defense.

Chemicals, Drugs Cited

The interstate commerce committee report on the resolution referred specifically to German interests in certain drugs, chemicals, minerals, and alloys. The report held that information is already known of German controls of berylium, tungsten carbide, magnesium, and tin. It was said that the full facts may surpass the situation during the World War period, when it was found that German interests were intimately connected with many American companies, especially chemical and munitions concerns.

Another factor mentioned which might have added to German influence at the present time is the extension of control by military conquest of European nations which had investments here.

During brief discussion on the floor, it was pointed out that several years ago the senate finance committee had disclosed that a number of German chemical companies had large holdings in similar American concerns. Senator Wheeler declared that it was the purpose of the inquiry to discover if such arrangements hindered industry in this country. He promised that the investigation would be free from partisan politics and would not attack American business.

In the investigation the interstate commerce committee will cooperate with other governmental agencies, principally the Department of Justice.

Display Tax Protested By Additional Groups

In the effort to prevent imposition of the occupancy tax on advertising signs in this city, the Merchants Association of New York and the Citizens Budget Commission last week joined other business groups who have been registering protest.

The Merchants Association will seek action by the City Council amending the tax law to prohibit the interpretation that has been attempted by the City Collector. Failing this, it will ask the State legislature for correction of what it regards as "abuse of the delegated taxing powers."

Terming the measure "taxation by misrepresentation," the budget commission said that funds collected by the occupancy tax, allegedly levied to finance public housing, were being diverted into other channels. The tax yielded upwards of $500,000 last year, but only $60,000 was required and spent for housing subsidies, according to the commission. This year the estimated yield of the tax—exclusive of the proceeds from advertising signs—is another $500,000, of which only $75,000 has been appropriated in the current budget for housing subsidies.

American Chicle Company, this city, has added to its directorate L. E. Pritchard, a vice-president of the company, increasing the number on the board to nine.

Eastman-Kodak Company, Rochester, plans the erection of a six-story addition for the manufacture of optical equipment "in anticipation of government needs for national defense."

• DEPENDABLE
• UNIFORM

KOPPERS

COAL TAR SOLVENTS

BENZOL—ALL GRADES
TOLUOL—INDUSTRIAL AND NITRATION
XYLOL—10° AND INDUSTRIAL
SOLVENT NAPHTHA—INCLUDING HIGH FLASH

Services of the Koppers Laboratories are always at your command

OTHER KOPPERS CHEMICALS and SOLVENTS

Phenol (82% and 90% Purity)... Cresol (U.S.P., Resin and Plasticizer Grades) ... 3° Meta Para Cresol ... Cresylic Acid—(99%, pale, low-boiling—99%, pale, high-boiling)... Naphthalene Shingle Stain Oil... Refined Tars... Tar Acid Oils... Pitch Coke... Industrial Coal ... Tar Pitches ... Flotation Oils ... Creosote

OTHER KOPPERS PRODUCTS

Coal Tar Roofing Materials ... Waterproofing and Dampproofing Materials ... Tarmac Road Tar Materials ... Bituminous-base Paints... Coal... Coke... Tanks and Tank Work... Removal and Recovery Systems... Gas Plants ... Fast's Self-aligning Couplings ... American Hammered Piston Rings ... Pressure-treated Lumber

KOPPERS COMPANY · PITTSBURGH, PA.

Coaltar Chemicals

Other Intermediates

—*Continued from page 34*

Orthochlorophenol. — Moderate interest. Prices unchanged and firm.

Orthocresol. — Business steady. Pricewise a firm tone prevailed.

Orthodichlorobenzene. — Withdrawals steady in most directions. Prices unchanged.

Orthonitroanilin.—No new price developments, and business held steady.

Orthonitrotoluene. — Market remained firm, and buying moderate.

Orthotoluidin. — Prices held unchanged. Business steady.

Parachlorophenol.—Dealing moderate. Prices failed to change.

Paranisidin.—Business conservative. Prices rule firm.

Paranitroanilin. — Usual consumers entered market for nearby needs.

Paranitrochlorobenzene. — Shipments routine. Prices remain firm.

Paranitrophenol.—The call was conservative, and prices remain the same.

Paranitrotoluene.—Steady to firm price tone. Demand steady.

Paratoluidin.—Prices firm. Inquiries steady.

Phthalic Anhydride. — Shipments continued at a good pace. No change occurred in the prices, and the tone was firm.

R. Salt. — Dealings routine. No change in the prices.

Schaeffer's Salt.—Usual consumers made necessary purchases as a rule.

Thiocarbanilide.—Buying moderate, and prices firm.

Toluidin, Mixed.—Firm price tone prevailed, with shipments steady.

Xylidin.—Moderate demand. Prices unchanged and firm.

Coaltar Colors

Demand for coaltar colors continued fairly steady last week. Consumers entered market for moderate quantities, and volume compared favorably with the same time a year ago. Export inquries have slackened somewhat from the peak, most of the decline could be accounted for by smaller shipments to the Far East, particularly Japan and China. However, the United Kingdom, Canada, Mexico and South American countries were active purchasers. Exports during August amounted to 1,953,475 pounds, valued at $1,559,133, of which 617,925 pounds went to the United Kingdom; 356,940 pounds to Canada and 551,734 pounds to British India. The market lacked any new price developments, and the tone remained firm.

The 1941 Spring woolen colors will be highlighted by hazy muted tones inspired by America's great National Parks and crafts of our American Indian tribes to be issued shortly by the Textile Color Card Association. As usual the advance woolen collection will also portray the leading basic shades.

Vieau With Jones & Laughlin

La Mar J. Vieau formerly general manager of sales for the McKeesport Tin Plate Corporation, McKeesport, Pa., has been named assistant district salesmanager at the New York office of Jones & Laughlin Steel Corporation.

J & L LIGHT OIL DISTILLATES
Commercially Pure Benzol
90% Benzol • CXP Benzol
XYLOLS (Solvent Naphtha)
Reagent Benzol • Pure Toluol
Sulphate of Ammonia
JONES & LAUGHLIN STEEL CORPORATION
PITTSBURGH, PENNSYLVANIA

REPUBLIC XYLOLS
3°—5°—10°—COMMERCIAL
REPUBLIC STEEL
REG. U.S. PAT. OFF.
ALSO
BENZOLS
1°—2°—90% - Motor
TOLUOLS
Nitration-Commercial
SOLVENT NAPHTHA • AMMONIUM SULPHATE
CRUDE NAPHTHALENE
Specify Niles Steel Containers for your Packaged Items
REPUBLIC STEEL
CORPORATION
General Offices • Cleveland, Ohio
BRANCH OFFICES IN ALL PRINCIPAL CITIES
Shipping Points: Cleveland, Ohio • Warren, Ohio • Youngstown, Ohio
Canton, Ohio • Massillon, Ohio • Gadsden, Alabama • Birmingham, Alabama

What You Can Use

Guide to Materials That Are Suitable for Various Purposes in Chemical Converting, Compounding, and Processing Industries

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Three-hundred-forty-seventh Instalment

Parasiticides

Agents Used for Various Parasiticidal Purposes

(Continued from October 7 issue)

Orthoaminobenzenesulphonic acid
Orthoamino-4-chlorothiophenol hydrochloride
Orthoamino-4-chlorophenylmercaptan hydrochloride
Orthoaminophenylmercaptan hydrochloride
Orthoaminothiophenol hydrochloride
Orthodichlorobenzene
Ortho-omegatetrathiocyanoxylene
Oxalic acid
Parabromoazobenzene
4-Para(bromophenylazo) orthocresol
Para(bromophenolazo)resorcinol
Paradichlorobenzene
4-Para-(2:5-dichlorophenylazo)-1-naphthol
Para-(2:5-dichlorophenylazo)-phenol
Paradow
Parafluoroazobenzene
Paraformaldehyde
Parahydroxyphenylacetimidophenyl hydrochloride
Parahydroxyphenylacetimidothiophenyl ether hydrochloride
Paraiodoazobenzene
Paraiodo-ortho'-nitroazobenzene
4-Para(iodophenylazo) orthocresol
Paranitroazobenzene
Paranitrophenylmercaptan
Paranitrothiophenol
Para(orthotolylazo) phenol
4-Para(parabromophenylazo)-3-chlorophenol
Para(parabromophenylazo)phenol
Para-para'-dichloroazobenzene
Para(paraiodophenylazo)phenol
Parasept
Parathiocresols
Parathiocyanoanilin
Parathiocyano-N-dimethylanilin
Parathiocyanophenylmorpholine
Paratoluenesulphonatesulphanilic acid
1-Para(tolylazo)-2-naphthol
Paratolyl mercaptan
Paris green Perchloromethyl mercaptan
Perthiocarbonates
Petroleum
Petroleum oil emulsions
Phenacyl thiocyanate
Phenol
Phenothiazin
Phenyl cyanamides
Phenyl disulphide
Phenyl thiocyanate
Phenylacetimidoparatolyl hydrochloride-sulphide
Phenylacetimidophenyl hydrochloride-sulphide
Phenylacetimidothioparatolyl ether hydrochloride
Phenylacetimidothiophenyl ether hydrochloride
4-Phenylazometacresol
4-Phenylazo-orthocresol
4-Phenylazo-2:5-xylenol
1-Phenylbenzothiazole
2:2-Phenylmercaptodiethylamine hydrochloride
Phenyl-mercury acetate
Phenyl-mercury nitrate
Phenyl-mercury salicylate
Phenylthiourea
Phenoxtine
Phosphates
Phosphoric acid
Piperidine fluosilicate
Piperidinium tetrathiocyanatodiamino-chromium
Picolin dithiocyanates
Polycyclic esters
Polythiocyanates
Potassium arsenate
Potassium bromide
Potassium carbonate
Potassium chlorate
Potassium chloride
Potassium chromate
Potassium cyanide
Potassium dithiocarbamate
Potassium hexafluoaluminate solution
Potassium isobutylxanthate
Potassium pentamethyldithiocarbamate
Potassium permanganate
Potassium salt of xanthic acid
Potassium silicofluoride
Potassium tartrate
Potassium vanadite
Potassium-aluminum fluoride
Propanthiol-1
Propyl ester of xanthic acid
Propyl mercaptan, normal
Prussic acid
Pseudothiohydantoin
Pyrethrol 20
Pyrethrum
Pyridin
Pyridin fluosilicate
Pyridinbetasulphonic acid
Pyridyl thiocyanate
Rhodanic acid
Rhodanine
Rotenone
Selenium sulphide
Selocide
Silicates
Sludge sulphonates
Sludge sulphonic acid
Soaps
Soap, animal oil
Soap, calcium
Soap, copper
Soap, cresol
Soap, fish oil
Soap, lead
Soap, mineral
Soap sludge sulphate
Sodium arsenate
Sodium arsenite
Sodium betahydroxyethyldithiocarbamate
Sodium bichromate
Sodium borate
Sodium bromide
Sodium butyldithiocarbamate
Sodium cyanide
Sodium dibutyldithiocarbamate
Sodium diethyldithiocarbamate
Sodium dimethyldithiocarbamate
Sodium dithiocarbamate
Sodium ferrifluoride
Sodium fluoride
Sodium hexafluoaluminate solution
Sodium permanganate
Sodium phenylmethyldithiocarbamate
Sodium salt of bis-3:5-dibrom-4-hydroxyphenyl sulphide
Sodium salt of 2-naphthol-6:8-disulphonic acid
Sodium salt of 1-naphthol-4-sulphonic acid
Sodium salt of phenolsulphonic acid
Sodium silicofluoride
Sodium sulphide
Sodium-aluminum fluoride
Stavesacre seed
Sulphides
Sulphocyanates
Sulphanal
Sulphur
Sulphur in carbon bisulphide added to kaolin (heating gives off sulphur fumes)
Sulphur-arsenical dusting compounds
Stearyl isoselenocyanate
Stearyl isotellurocyanate
Stearyl isothiocyanate
Stearyl selenocyanate
Stearyl tellurocyanate
Stearyl thiocyanate
Sulphurized paraethoxyparahydroxydiphenylamine
Sulphurized paraethoxyphenylaminodiphenylamine
Sulphurized paraphenylaminodiphenylamine
Tar acids
Tar emulsions
Tartar emetic
Tetramethylthiuram monosulphide
Tetranitrothiodiphenylamine sulphoxide
Thioazins
Thiazole derivatives
Thio acids and derivatives
Thioacetamide
2-Thiobenzoxazol
Thiocarbonates
Thiocarbanilide
Thiocresyl benzylether
Thiocyanates
Thiocyanic acid allylester
Thiocyanic acid aminoanisylester
Thiocyanic acid aminophenylester
Thiocyanic acid aminotolylester
Thiocyanic acid benzylester
Thiocyanic acid 6-bromoisophthalalester
Thiocyanic acid 2:2-butoxyethoxyethylester
Thiocyanic acid 2-butoxyethylester
Thiocyanic acid butylmercuric ester
Thiocyanic acid chlorobenzylester
Thiocyanic acid 2-chlor-6-methyoxyparaxylylester
Thiocyanic acid 2:5-dimethoxyparaxylylester
Thiocyanic acid dimethylarseno derivatives
Thiocyanic acid 3:4-dinitrophenylester
Thiocyanic acid 2:2-ethoxyethyoxyethylester
Thiocyanic acid 2-ethoxyethylester
Thiocyanic acid ethylester
Thiocyanic acid ethylideneester
Thiocyanic acid hydronaphthylester
Thiocyanic acid isopropylester
Thiocyanic acid metachlorobenzalester
Thiocyanic acid metacyanobenzolester
Thiocyanic acid 2-methoxyethylester

(To be continued)

Paint, Varnish, Lacquer Materials

Pig Lead and Lead Oxides Advanced—General Paint Materials Market Seasonally Active—Mercuric Oxides Reduced—Casein and Quicksilver Vermilion Easy — Turpentine Higher

The strong tone of the market for pig lead, reported for the past two weeks, resulted in an advance in prices last Thursday. Demand held good and a satisfactory amount of business was transacted at the new level. In sympathy with the price movement of the metal, car lot and less car lot quotations for litharge, orange mineral and red lead were revised upward.

The demand for most paint materials remained seasonally active and in most instances shipments were reported larger in volume. Zinc oxides and titaniums continued to set the pace in the pigments division, but other materials, noticeably lead oxides, were attracting much more buying interest. Fillers and extender products, on the whole, made gains, with a slight pick-up in new business recorded.

Despite reduction in the quotations for red and yellow mercuric oxides, and sluggishness in the market for quicksilver vermilion, the general dry color market was more active last week. Contract shipments were in larger volume and an increase in the number of inquiries for future delivery promised a nearby broadening of activity. Carbon black was in heavy call, in line with expanding trade in the rubber tire business. Stearates and palmitates were moving well, and many synthetic resins were in good demand. The casein market remained quiet with prices easy. Demand was small and production below normal. Glues were in heavy demand and quotations were firming upward, although no actual changes were made.

For the second successive week the domestic market for natural gums was strong, reflecting the strong tone at primary centers. Stocks and offerings in this country were ample and prominent suppliers reported an increased demand. Turpentine and rosin continued to display firmness much of the time, although rosin showed some irregularity. Offerings in the South were generally light, however, as the movement from the woods still ran below expectations. The Government remained out of the market as a seller of turpentine and that commodity moved up to the highest price touched for some time past. Business here showed improvement, an increase being noted in the volume of orders received for both rosin and turpentine.

A general trucking strike in the New York area went into effect at midnight, Monday, following failure of drivers and employers to reach an equitable agreement. The lack of transportation hampered deliveries of paint materials within the city, especially deliveries of small quantities. No serious consequences resulted, however, as the dispute was settled two days later and normal trucking was resumed.

Price Changes

Advanced

Litharge, coml., powd., ¼c. per lb.
Lead, pig, ¼c. per lb.
red, dry, ¼c. per lb.
Orange mineral, Amer., ¼c. per lb.
Rosin, gum, 1c. to 9c. per 100 lbs.
Turpentine, gum, 2c. per gal.
Turpentine, s.d., 2c. per gal.

Reduced

Red, mercuric oxide, Tech., dom., 30c. per lb.
Yellow, mercuric oxide, tech., dom., 30c. per lb.

Comparative Values

Index numbers compiled from eleven typical paint and varnish materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
126.2	126.2	126.2	131.2

Market news that may have developed after this report was sent to press will be found on page 4.

Metallic Lead and Zinc

Prominent sellers of pig lead advanced quotations ¼c. per pound last Thursday making the new price 5.25c. to 5.30c. per pound at New York and 5.10c. at East St. Louis. Business transactions at the new figures were at a satisfactory level. The market for slab zinc remained tight last week, with demand good and price unchanged. Stocks of the metal in the United States at the end of September were 30,965 tons, a decline of 13,705 tons from the 44,670 at the close of August, according to the American Zinc Institute. The September total was the smallest since the end of October, 1937, when stocks were 25,817 tons. Shipments of zinc in September were 66,824 tons, an increase of 2,759 over those of August and the highest for any month since last October, when they were 73,327 tons. Production last month was 53,119 tons, against 49,939 in August. Exports were 4,023 tons, a gain of 1,088 over the 2,835 in August.

Lead. — Prevailing spot prices at New York, East St. Louis and London for the period from October 5 to October 11, inclusive, were as follows:—

	Pigs — Per pound — New York.	E. St. Louis.	Spot. London. Per ton £	s.	d.
Saturday..	$0.0500@.0505	$0.0485	..*	..	..
Monday...	.0500@.0505	.0485	..	..	..
Tuesday...	.0500@.0505	.0485	..	..	..
Wedn'sd'd.	.0500@.0505	.0485	..	..	..
Thursday..	.0525@.0530	.0510	..	..	..
Friday....	.0525@.0530	.0510	..	..	..

* London exchange closed.

Zinc. — Prevailing spot prices at New York, East St. Louis and London

Current prices on paint, varnish and lacquer materials are given in the alphabetical list of prices beginning on page 7

Association meetings:—
Production Clubs, Oct. 28-30, Washington.
Paint, Varnish and Lacquer, Oct. 30-Nov. 1, Washington.

EXCELLENT MISCIBILITY WITH OILS & VARNISHES
LIGHT IN COLOR (IDEAL FOR WHITES)
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VERY GOOD GLOSS & COLOR RETENTION
ENTIRELY SOLUBLE IN MINERAL SPIRITS & COAL-TAR SOLVENTS
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60% SOLIDS—40% MINERAL SPIRITS

SAMPLE AND PERTINENT DATA ARE YOURS FOR THE ASKING.

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MANUFACTURERS OF SYNTHETIC RESINS
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The consumption of Methyl Ethyl Ketone in the lacquer, ink, resin and plastic industries, indicates that its properties have been found to have considerable value. Its advantage as a solvent in the formulation of lacquers is well known and its high solvency and low weight (6.72 lbs. per gallon) are characteristics which give it considerable advantage over other low boiling solvents.

The high purity of Shell's Methyl Ethyl Ketone is an essential factor.

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- LOS ANGELES
- SAN FRANCISCO
- NEW ORLEANS

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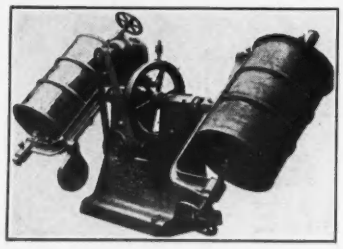

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*Trade-marks
NIACET CHEMICALS CORPORATION 4703 PINE AVE., NIAGARA FALLS, NEW YORK

for the period from October 5 to October 11, inclusive, were as follows:—

	Slabs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0765	$0.0725	.. .. ..
Monday	.0765	.$725	.. .. ..
Tuesday	.0765	.$725	.. .. ..
Wednesday	.0765	.0725	.. .. ..
Thursday	.0765	.0725	.. .. ..
Friday	.0765	.0725	.. .. ..

* London exchange closed.

Pigments

Antimony White.—Movement at level of recent weeks. No changes in quoted price.

Flake White.—Deliveries increasing satisfactorily. Price steady.

Litharge.—Advanced ¼c. per pound to from 6¾c. to 7c. per pound for car lots; 7¼c. to 8c. per pound for five tons or more and 7¾c. to 8½c. per pound for smaller lots.

Lithopone. — Contract shipments larger. New business appearing more frequently. Inquiries for future picked up. Price firm and unrevised.

Metronite Pigment.—Stocks and offerings normal with slightly better buying interest reported. Shipments regular. Price firm.

Orange Mineral.—Advanced ¼c. per pound to from 10¾c. to 11½c. per pound for five tons or more and from 11¼c. to 12c. per pound for smaller lots.

Red Lead.—Advanced ¼c. per pound. New prices on 95 percent material were 7¾c. to 8c. per pound for car lots; 8¼c. to 9c. per pound for five tons or more, and 8¾c. to 9c. per pound for smaller lots. New prices on 97 percent material were 8c. to 8¾c. per pound for car lots; 8½c. to 9¼c. per pound for five tons or more and 9c. to 9¾c. per pound for smaller quantities. New prices for 98 percent material were 8¼c. to 8½c. per pound for car lots; 8¾c. to 9½c. per pound for five tons or more, and 9¼c. to 10c. per pound for smaller lots.

Titanium Pigments. — Continued heavy demand kept this material at high consuming level. Deliveries in larger volume. Prices firm.

White Lead.—Purchasers less conservative in demands. Call for larger quantities of product noticeable. New business good. Price firm and unchanged.

Zinc Oxides.—Shipments remained very heavy. Inquiries more numerous. Prices steady and unrevised.

Driers

Improved business in the market for stearates and palmitates was noted last week. There was a definite increase in the volume of stocks shipped into consumption and call for contract deliveries was more regular. New business was small but inquiries for the future promised further gains shortly. All prices were steady and unchanged.

Fillers and Extenders

Asbestos.—Stocks and offerings normal with a slight pick-up in demand reported. Prices unrevised.

Asphaltum.—Less conservative buying reported. Consumers interest more apparent. Deliveries larger. Prices firm.

Barytes.—Fair broadening of demand noted. Prices steady.

Bentonite. — No change from previous week. Deliveries normal, inquiry fair and price steady and unrevised.

Blanc Fixe.—Business steady, with consumption running to satisfactory figures. Prices steady.

Chalk.—Stable buying reported. Contract shipments regular. Price firm.

Charcoal.—Softwood material being shipped in fair volume. Prices steady.

China Clay.—Consumers calling for more supplies. Shipments heavier. New business good. Prices firm and unchanged.

Diatomaceous Earth.—Conservative buying reported. Inquiries at better level than in recent weeks. Shipments small in volume but steady. Price firm and unchanged.

Feldspar.—Deliveries at slightly better level. Broadening of new business reported. Price firm.

Fluorspar.—Fair call for domestic material. Shipments slightly heavier than during previous week. Inquiries more numerous. Price firm and unchanged.

Fullers Earth. — Normal business transacted. Deliveries against contracts steady. Prices firm.

Pumice Stone.—Grinders reported a better call for domestic material, with a noticeable pick-up in inquiries for future delivery. Prices steady. No offerings of imported product recorded.

Rottenstone.—Fair business. Shipments regular. Price steady.

Silica.—Normal movement. Price firm.

SICO
Ultramarine Blue
Alkali Blue Toner
Dyestuffs
Methyl Violet Toners
Blanc Fixe
Iron Blues
Para Toners
Toluidine Toners
Lithol Toners
Red Lake C Toners
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General Office and Works
LOUISVILLE, KENTUCKY
Offices and Agents in Principal Cities
Distillers of Coal Tar Products

Graphite.—Little of new interest. Trade routine and price firm.

Marble Flour.—Slight pick-up in demand reported, but volume of shipments still fairly small. Price firm.

Mica.—Business moving in a steady and routine groove. No increased demand reported. Prices firm and unchanged.

Talc. — Routine trading reported. Inquiries better. Price unchanged.

Dry Colors

Alkali Blue.—Demand held to good levels, although it was mostly for small lots for immediate requirements. Price was firm and unchanged.

Bone Black.—Movement was less routine than formerly and several prominent producers noted a definitely upward trend in buying interest. Quotations were firm and unaltered.

Cadmium Colors.—Contracting for last quarter delivery was fairly brisk and shipments on previously-negotiated contracts were regular. Prices were steady.

Carbon Black.—In line with the trend in the rubber tire industry, movement of carbon black was good last week. Shipments were in heavy volume and new business was satisfactory. Prices were firm and unchanged.

Carmine No. 40.—Normal volume of sales reported. Shipments regular and in good volume. Price unchanged.

Chrome Colors.—Consumers were a bit more active during the period under review, and shipments were heavier. Inquiries were fair. Prices firm and unchanged.

Iron Blues.—Broadening of demand noted two weeks ago continued during the past week. Deliveries were larger and more regular. Prices were firm and unchanged.

Lamp Black.—Although not as active as other blacks, the market for this product remained satisfactory last week. Shipments were light but steady. No price changes were recorded.

Mercuric Oxides.—Technical red color was reduced 30c. per pound to $2.81 and technical yellow lowered similar amount to $2.66. The reductions resulted from sluggish trade in recent weeks.

Ocher.—Shipments continued to hold to good levels. New business was small. Prices were firm and unchanged.

Sienna.—Business continued to show signs of improvement. Shipments were somewhat larger and inquiries for future delivery were good. Prices were firm and unchanged.

Ultramarine Blue.—Contract deliveries were normal and slightly heavier last week. New business fair. Prices unchanged.

Vermilion.—Business very quiet. Sales recorded were for small quantities, indicating buying for immediate use only. Sellers continued to hold to previous price.

Naval Stores

The primary naval Stores situation continued to be featured much of the time last week by a firm tone, although rosin showed some irregularity. Further advances occurred in various grades, however, with dark rosins showing noteworthy strength. The trend of turpentine was also upward, sales being reported on Wednesday at 27½c. per gallon, Savannah basis, the highest figure recorded for some time past. The government continued to supply rosin but remained out of the market as a seller of turpentine.

Arrivals of turpentine continued light and daily offerings were readily absorbed. Stocks of turpentine in the interior were said to be unusually light and diminishing and there was apparently no prospect of any material increase in supplies during the remainder of the season. Meantime the views of many as to the probable requirements of consumers of both rosin and turpentine were strengthened by the expanding activity in national defense operations. As a result of this program consumption of raw materials of many kinds, naval stores included, is certain to prove larger, it is contended, than was anticipated a while back. Last week new business was reported as more active and a steady movement into consuming channels on contracts was also noted.

Reports concerning the recent meeting at Washington of government officials and producers of wood naval stores were to the effect that the movement to have this branch of the naval stores industry participate in the conservation program was not practicable so far as the 1941 season was concerned and that the plan had been dropped for the time being. It was reported last week that the movement that has been discussed from time to time, market all of the production of gum rosin and turpentine on the Savannah exchange has been revived and is now being more vigorously pushed, and that a committee will soon be appointed to take the matter up with the CCC which is said to be strongly in favor of the movement.

Exports of gum rosin from the United States during August, according to official statistics, were 19,172 barrels; wood rosin 16,093 barrels. Gum turpentine exports 197,954 gallons; wood 103,566 gallons. Pine oil exports 96,802 gallons. Tar and pitch of wood 2,958,183 pounds.

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● Here is a newly perfected silica that is taking the place of German Schultz Silica and Neuberger Chalk. Has excellent colloidal suspension qualities. Ideal for manufacture of Government Metal Polishes. Send us your specifications, today!
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MACHINES TO CUT ½ in., ¾ in., 1¼ in., 1½ in. LETTERS
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The largest manufacturers of chemical pigment colors in America
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THE WEATHER CHANGES..
MAPICO Browns DO NOT!

A good outside sash and trim paint must retain its color and gloss in the face of all types of weather. And these are requirements that *Mapico* Browns fill to perfection.
These pure oxides of iron are absolutely permanent in color—they will not fade. They are inert pigments and will not react to the sun's rays or any other kind of weathering. Their great strength permits the use of a greater percentage of vehicle, producing coatings with a fine, enduring gloss.
MAPICO Browns are "single pigment" colors with shades otherwise obtainable only by combination of several pigments. Like all MAPICO Colors, they are adapted to synthetic finishes.
Technical Inquiry is Invited
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PURE OXIDES OF IRON
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BINNEY & SMITH CO., *Distributor*
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YELLOWS REDS BROWNS BLACK

Mexican Gum Exports

Exports of turpentine and resin from Mexico during the first half of 1940 were reduced considerably as compared with the first half of 1939. Turpentine exports dropped 1,683,566 kilos, valued at 346,836 pesos, for the first half of 1939 to 284,689 kilos, valued at 27,805 pesos, for the first half of 1940. Japan was the only purchaser of turpentine during the first half of 1940, whereas the United States took practically the entire exports of the product for the first half of 1939. Rosin exports declined from 4,472,765 kilos, valued at 869,078 pesos, for the first half of 1939 to 1,562,126 kilos, valued at 347,364 pesos, for the first half of 1940. Italy was the leading country of purchase for the latter period, taking 50 percent, followed by the United States with 19 percent, and the Netherlands with 16 percent.

Turpentine.—The local market was more active last week, buying interest being stimulated by developments at Savannah, where the price moved up to a new high point for the current movement. With receipts still running below expectations and the season of diminishing production at hand, offerings in the South were light and readily absorbed.

SAVANNAH, Oct. 11.—Following is a record of the turpentine market for the week:—

	Gallons Cents.	Gallons Sales.	Barrels Receipts.	Barrels Shipments.	Barrels On hand.
*Saturday..	..	...	...	...	.....
Monday ...	26½	11,850	173	...	14,992
Tuesday ..	27	10,550	206	166	15,032
Wednesday.	27½	7,400	140	22	15,150
Thursday...	28	1,700	157	...	15,307
Friday.....	28	200	90	40	15,357

* No trading.

JACKSONVILLE, Oct. 11.—Turpentine stock, 25,240 barrels.

PENSACOLA, Oct. 5. — Turpentine stock, 10,551 barrels.

Chicago—Oct. 11

Activity in turpentine is of limited extent. Five-drum lots, 37c. per gallon; five wood barrels, 42c.; single drums, 40c.; single barrels, 45c.

Rosin.—Business in the local market was more active last week. Much of the purchasing was apparently still along conservative lines, but orders for moderate lots were received more numerously in some quarters. The tone of the market was firm in the main, the trend of some grades being upward in company with developments in the South, where offerings continued light.

SAVANNAH, Oct. 11.—Following is a record of the rosin market for the week:—

	Price per unit—Low of range quoted— *Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
B	...	$1.50	$1.55	$1.55	$1.55	$1.55
D	...	1.55	1.55	1.64	1.64	1.64
E	...	1.55	1.55	1.57	1.57	1.57
F	...	1.55	1.56	1.57	1.57	1.57
G	...	1.57	1.57	1.57	1.57	1.57
H	...	1.57	1.57	1.57	1.57	1.57
I	...	1.57	1.57	1.57	1.57	1.57
K	...	1.57	1.58	1.57	1.57	1.61
M	...	1.58	1.61	1.57	1.58	1.58
N	...	1.76	1.76	1.76	1.76	1.76
WG ..	...	2.20	2.20	2.20	2.20	2.20
WW ..	...	2.58	2.58	2.62	2.62	2.64
X	...	2.58	2.58	2.62	2.62	2.64
		Barrels				
Sales....	...	214	127	256	172	60
Receipts.	...	1,079	788	1,397	329	361
Shipments	...	462	2,250	55	...	420
Stocks...	...	...	...	...	...	155,644

* No trading.

JACKSONVILLE, Oct. 11.—Rosin stock 319,652 barrels.

PENSACOLA, Oct. 5.—Rosin stock 50,470 barrels.

Chicago—October 11

Rosin remains quiet. B grade, $2.65 per hundred pounds net in 5 to 19 drum lots; G grade, $2.85; M grade, $2.85; W.W. grade, $3.80.

Other Naval Stores

Pine Oil.—Increased movement to local and other consumers. Market firm.

Pitch. — Quotations maintained. Business fairly active. Spot stocks light.

Rosin Oil.—Tone firmer owing to stronger primary position of basic material. Trade fair.

Tar. — Business reported more active. Selling schedules held at former levels.

Lacquer Materials

Demand continued at moderately active levels in the market for lacquer materials and solvents last week. Spot and contract commitments were steady. Operations in the automotive industry continued at favorable levels with prospects for gradual broadening during the final quarter. Export inquiries from the United Kingdom remain good, particularly for acetone. Prices lacked any new developments, and the general tone of the market was steady to firm.

Acetone.—Spot and contract commitments steady. Prices rule unchanged and firm. August exports 2,102,925 pounds, valued at $142,519, of which 1,211,459 pounds went to the United Kingdom and 734,881 pounds to Australia.

Alcohol, Butyl.—Demand moderately active. Prices steady to firm. August exports 638,353 pounds, valued at $47,293, of which 408,432 pounds went to Japan.

Amyl Acetate. — Market position firm, and buying fairly steady. August exports 7,570 pounds, valued at $1,213.

Butyl Acetate.—Movement of normal and secondary continued steady. Prices lacked any change. August exports 328,426 pounds, valued at $28,255.

Cellulose Acetate.—Buying remained satisfactory, and tone of market was steady to firm.

Diamyl Phthlate. — Prices ruled firm, with transactions moderate.

Dibutyl Phthlate. — Withdrawals routine. Quotations failed to change.

Dichlorethyl Ether. — Shipments moved at a moderately active pace. Prices were unchanged and firm.

Ethyl Acetate. — Usual consumers provided market with favorable support, and prices were well sustained.

Ethylenegylcol. — Inquiries reached market in good volume, and shipments were steady. Prices continued firm.

Isopropyl Acetate.—Buying steady. There was nothing to report in the quotations.

Methyl Acetate.—Consumers made fair size replacements to keep market in firm position.

Tricresyl Phosphate. — Demand moderately active. No change occurred in the prices.

Shellac

Considerable interest was aroused in shellac circles in this market when the final Bysaki crop estimate made by the Lac Association in Calcutta reached this country. The estimate was 116,000 packages less than that of last year, the figures being as follows: —1940 crop estimate, 184,000 packages; 1939 crop, 300,000 packages. What that could mean to future prices was well understood but the fact that Calcutta has very few export markets left open could easily alter the conclusions to be derived from a study of figures alone. In the meanwhile, local bleached shellac prices were not reduced further. Competition for business in orange gum was fairly keen but no official changes in schedule were announced. In general, demand held to its recent volume and, for the most part conditions still seemed to be favorable for consumer operations.

Varnish Gums

Copals.—The demand for this type of natural gum continued to improve slightly last week. Shipments were heavier and demand was satisfactory. Strength was reported in primary centers and was reflected in domestic markets. No prices were changed, however.

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High Hiding Flats

AT LOWEST COST

1

START with a high dry hiding lithopone. New Jersey Zinc has three for your use: Albaliths 351, 361 and 362. Pound for pound they replace low, medium and high consistency lithopones with an increase in dry hiding power. And in some formulations, as little as 85% of these Albaliths will replace low, medium and high consistency lithopones with equally good hiding power.

2

ADJUST pigment-fixed vehicle to a higher figure—low PFV ratios are inefficient. If you now use a ratio of 60%, try 63% with Albaliths 351, 361 and 362. You can do this easily by increasing pigment volume, or by decreasing vehicle solids, (and adjusting consistency with volatile liquids). A New Jersey Zinc representative can help you decide which Albalith to use.

3

DRY HIDING INCREASES, as a general rule, in practical flat wall paints, when a poorer wetting vehicle is used. By formulating with Albaliths 351, 361 and 362, you are using lithopones that have been specially processed to take advantage of poor wetting vehicles and yield maximum hiding and other good qualities.

ALBALITH 351·361·362 LITHOPONES

With a proved range of approximately 700 to over 1,500 square feet of hiding power per dollar*, lithopone is one of the most flexible and economical white pigments you can use for flat wall paints today. If your objective is flat wall paints that look well and hide well when they dry on the wall, Albalith 351, 361 and 362 lithopones will save you money.

*For more of this story, write for a copy of "A Practical Hiding Power Comparison", describing tests on 95 commercial flat wall paints.

THE NEW JERSEY ZINC CO., 160 Front Street, New York

Dammars.—Stocks and offerings in the United States were ample last week and interest of consumers was reported at a better level. Similar to the copals, domestic markets reflected the strength at primary centers, although no prices were changed.

Elemi.—There was a fair demand reported and shipments were good. Prices were firm and unchanged.

Synthetic Resins

Ester Gum.—The domestic market began to lose a little of its previously routine character last week. Contract call for supplies exceeded that of several previous periods and shipments were larger in volume. New business was small, but there was a definitely upward trend in interest in future deliveries. Quoted prices were firm and unchanged.

Chlorinated Rubber.—Demand for this material continued to hold to a high level. Contract deliveries remained fairly large. New business was satisfactory and offerings were receiving the attention of consumers. Price was steady and unchanged.

Bronze Powders

Consumers of aluminum powders and pastes were more insistent in their demands last week and contract deliveries were noticeably larger. New business was small but prospective buyers were showing interest in offerings. Prices were firm and unchanged.

Glues and Binders

Casein.—Demand failed to gain any ground last week and the market was still characterized by quiet. Production remained below normal. Prices were unchanged but easy. Imported product was firm, with demand small.

Glues.—A good demand for hide and bone glues remained in the market. Shipments were in good volume. Inquiries were better. Prices were firm.

Oil-Bodying Units Review Heard by C-D-I-C Club

The various types of varnish and paint oil cooling, heating, and bodying units were described and illustrated by Arne Olson, of the Blaw-Knox Company, before the September meeting of the Cincinnati - Dayton - Indianapolis-Columbus Paint and Varnish Production Club, in the Van Cleve Hotel, Dayton, Ohio. Also on the meeting program was D. K. Dean, of the Foster Wheeler Corporation, who discussed the use of "Dowtherm" as a heat transfer medium.

Mr. Olson in his address treated direct-fired kettles, recirculated heating kettles, and the use of electricity, superheated steam, hot oil, and "Dowtherm" as sources of heat. Mr. Dean described the physical and chemical properties of "Dowtherm" and explained specifically the manner of its use in vapor heating systems.

Another feature of the meeting was the installation of Ray Swain as the new president of the group. Paul Blackmore, the retiring president of the club, was presented with a handsome brief case in appreciation of his services to the organization in the past year.

Hussar, Hannappel Join N.P.V.L.A. 50-Year Club

Andrew Hussar, secretary of the Jewell Paint & Varnish Company, Chicago, and John Hannappel, of John Lucas & Co., Philadelphia, have joined the Fifty-Year Club of the National Paint, Varnish and Lacquer Association. Mr. Hussar started his career in the paint industry as an office boy in 1890 for the Wasworth-Howland Company, Chicago, which organization subsequently became the Jewell Paint & Varnish Company. Mr. Hannappels fifty years in the industry has been spent in the service of John Lucas & Co.

New England Paint & Oil Club Charters Convention Train

Boston, Oct. 10, 1940

The Paint & Oil Club of New England has chartered a special parlor car to carry members and guests to the convention of the National Paint, Varnish & Lacquer Association at Washington, D. C. The train will leave South Station at noon, October 29.

Balto. P.V.L.A. Hears Club Convention Paper

Baltimore, Oct. 9, 1940

The Baltimore Paint and Varnish Production Club, at its September meeting, held recently in the Stafford hotel, discussed the paper to be presented by the group in the forthcoming annual convention of the national federation. The paper was read by Howard Sholl, of the H. B. Davis Paint Comany, secretary of the group. Numerous suggestions were offered following the reading and in certain cases will be incorporated in the paper.

Another highlight of the meeting was an address by Dr. D. H. Dawson, of the Krebs Pigment and Color Corporation entitled "Fade Resistance of Titanium Pigments, and Their Use in Enamels." He described the properties, uses and formulation of the titanium materials, and the relative importance of the factors involved.

R. H. Sawyer, of the Krebs Pigment and Color Corporation; Harry Lebbin, of the Baltimore Paint & Color Works, and S. E. Beck, of the Quartermaster Corps at Camp Holabird, were proposed for club membership in the business session of the meeting.

United Carbon Co. Building Plant Near Corpus Christi

The United Carbon Company, of Charleston, West Virginia, is adding to its plant facilities by constructing a large carbon black plant at Aransas Pass, near Corpus Christi, Tex. The plant is expected to be in operation soon after the first of the year.

The new plant will consist partly of new construction and partly of several United Carbon Company's carbon black units moved from Borger, Tex., and Monroe, La. The new plant will utilize residue gas from the Natural Gasoline Corporation's 50,000,000 cubic feet gasoline plant located in the McCampbell Field, two and one-half miles west of the plant site.

Actual location of the new plant is two miles north of Aransas Pass on the east end of Block 235 Burton and Danforth sub-division and within one-half mile from Redfish bay on the Gulf coast. It is located on the Southern Pacific railroad, in close proximity to important shipping points, thus making the products of the new plant readily available for coastwise shipments to Middle Atlantic and New England States and for export.

Commercial Solvents Shipments Not Delayed by Explosion

Terre Haute, Ind., Oct. 8, 1940

A series of explosions and a fire they started wrecked three buildings in the plant here of the Commercial Solvents Corporation. The explosion, caused by a short circuit in a still containing 30,000 gallons of acetone, did damage estimated at $100,000. One worker was killed and two others hospitalized. Theodore P. Walker, president of the company, said production was not interfered with and deliveries would not be delayed.

Colorado Paint Club Elects R.J. Foley President

Denver, Oct. 7, 1940

R. J. Foley, Sherwin-Williams Company, has been named president of the Colorado Paint, Varnish and Lacquer Association, succeeding L. H. Herr, manufacturers' agent. Other officers elected are:—Vice-president, Mr. Herr; secretary, Leo Hanigan, of Benjamin Moore & Co., and treasurer, Harry M. Barton, of the Mountain & Plain Paint Company.

Reichhold Chemicals Closes Its Buffalo Branch Office

Reichhold Chemicals, Inc., Detroit, has closed its Buffalo office. Selden G. Hait, jr., who has been associated with Lavanburg Dry Color Company for eight years, and who has been in charge of the Reichhold office in Buffalo for two years, has resigned from the company. He is chairman of the entertainment committee of the Buffalo Paint, Varnish and Lacquer Association.

SPECIALIZED NAPHTHA SOLVENTS THAT ARE DEPENDABLE AND UNIFORM:

SOCONY-VACUUM

SOCONY-VACUUM

SOVASOLS

SOVASOL No. 1 — Excellent General Rubber Solvent. Quick-Drying —Has Balanced Volatility.

SOVASOL No. 2—Fast-Drying Lacquer Diluent and Rubber Cement Solvent. Chemically Stable.

SOVASOL No. 3—Thinner for Lacquer, Lacquer-Enamel and Fast-Drying Varnish. Stable—Non-Corrosive.

SOVASOL No. 4—Varnish-Makers' and Painters' Naphtha for Quick-Drying Paints and Varnishes.

SOVASOL No. 5—Highly Refined, Colorless, Odorless Paint — Varnish Thinner.

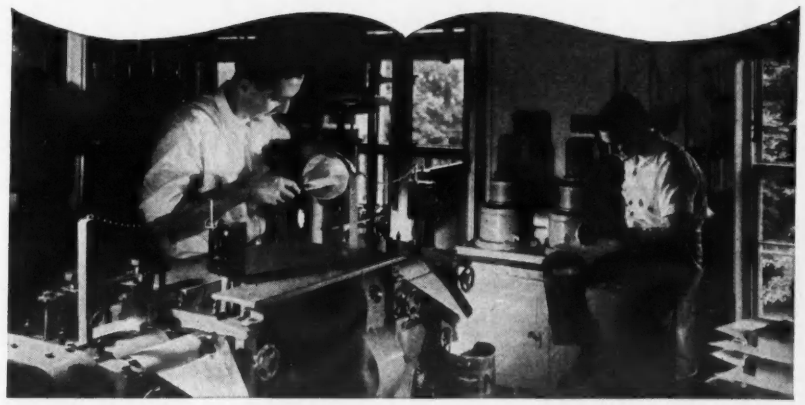
SOVASOL No. 6—Excellent Paint Retarder. Safe, clear, free from objectionable odor.

Socony-Vacuum Oil Co., Inc.

26 BROADWAY, NEW YORK CITY

improve

~~Too~~ Many Cooks ~~Spoil~~ the Broth!



TEST TUBES and beakers aren't the only tools of Krebs Research. Fully equipped, well-staffed laboratories provide for all manner of practical pigment testing. Here trained technicians are constantly experimenting . . . finding new adaptations for older pigments and developing new pigments for new uses . . . keeping ahead of prospective demands.

Research first showed that "TI-PURE" CR is unequalled for interior air dry or baked enamels, regardless of the type of vehicle used. "TI-PURE" CR is superior in fineness and ease of grinding, in high gloss characteristics, and in its ability to resist discoloration on aging and baking. That's why this pigment has become so popular with paint manufacturers.

The medium consistency grade "TI-PURE" FF-CR is just as fine as the thin consistency "TI-PURE" LO-CR. What's more important, FF-CR yields *just as high a gloss.* For these reasons "TI-PURE" FF-CR is of particular interest where lower consistency pigments cause sagging difficulties.

No better grade of pigment than "TI-PURE" CR can be chosen for use in the most critical air dry or baked interior enamels where high gloss films which will retain their original color are demanded. A comparison of the grinding rate of "TI-PURE" CR at equal fineness with that of other pigments will clearly demonstrate why this pigment is so often selected.

Krebs' major concern is to supply you with superior pigments to fulfill all your requirements. That's why its research is so painstaking . . . its control so exacting. If you have a paint or pigment problem, we'll be glad to place our technical service at your disposal. Just write to Krebs Pigment & Color Corporation, 1007 Orange Street, Wilmington, Delaware.

KREBS "TI-PURE"

TITANIUM DIOXIDE

Ti-Pure • Ti-Cal • Ti-Bar • Ti-Sil • Ti-Tint

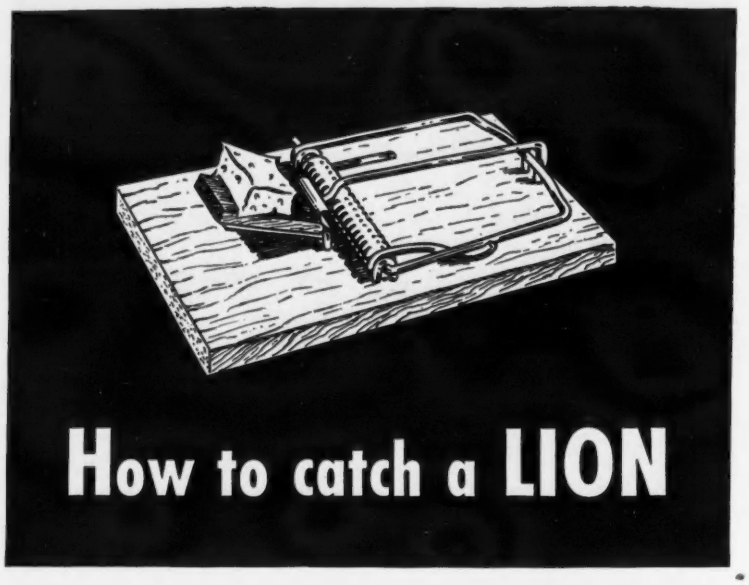
KREBS RESEARCH MEANS PIGMENT PROGRESS

Paint Federation Accepts Western N.Y. Club's Design

The Western New York Paint and Varnish Production Club held a meeting in Buffalo, October 4. Guest speaker was Karel Vettewinkel, manager of the dry white lead sales for National Lead Company, New York. Pointing out that conditions in the paint industry and methods of making paint have changed, the speaker declared that new types of white lead also have been developed to keep step with industry.

Secretary Albert S. Schuster reported that the national federation had accepted the club's new design for the national digest. A joint meeting will be held with the Buffalo Paint, Varnish and Lacquer Association November 8.

W. P. Fuller & Co., paint manufacturer, Los Angeles, Calif., is building a new laboratory at 240 North Avenue Twenty-three, that city, to have ground dimensions of 50 by 100 feet and to cost $18,000.



By all means, set a trap. But be very sure you build a trap that *fits!*

In many things, fit is important. But especially so in the selection of a metallic soap for your product. That's why, for 25 years, Metasap has made a particular point of supplying manufacturers with metallic soaps that suited the needs of their individual products *exactly!*

Write Us Today !

METASAP CHEMICAL COMPANY

PALMITATES
STEARATES
of ALUMINUM, CALCIUM, LEAD, ZINC

Harrison, N. J. Boston Los Angeles Chicago Cedartown, Ga.

Paint Production Clubs To Meet October 28-30

—*Continued from page 5*

11:30 a.m. Club paper:—
New York Club:—"Quantitative Adhesion Measurements of Coatings Before and After Exposure."
12:00 noon. "Highlights of Paint Show," A. E. Stauderman, of Devoe & Raynolds, Inc., Louisville.
12:30 p.m. Nominating committee luncheon.

Afternoon Session

2:00 p.m. Club papers:—
New York Club:—"Methods of Producing Uniform Films."
2:30 p.m. "Experiences with Protective Coatings 1917-1918," Lieut. Henry A. Gardner, "scientific section."
3:00 p.m. Scholarship paper: — "A Study of Oleoresinous Film Structure," by Dr. R. C. Ernest, professor of chemical engineering, Louisville University and F. R. McQuilkin, holder of fellowship.
3:30 p.m. Club papers:—
Louisville Club:—"Kauri Reduction Values of Alkyd Resins."
Louisville Club:—"Durability of Exterior Finishing Varnishes Over Pigmented Color Coats."
4:30 p.m. President's report, R. J. Smith, of the Indianapolis Paint & Color Company.
Secretary's report, G. B. Heckel, sr., of *The Paint Industry Magazine.*
Treasurer's report, C. W. Clark, of E. I. duPont de Nemours & Co.
Report from Southern Federation Associates.
Committee reports.

Tuesday, October 29

Morning Session

9:30 a.m. Club papers:—
Detroit Club:—"An Evaluation of Surface-Active Agents in Pigment Grinding, II."
Golden Gate Club:—"Primers for Magnesium and Aluminum Alloys —II."
Baltimore Club:—"Behavior of Certain Oil-Resin Combinations."
C.D.I.C. Club:—"Study of Bodying Dehydrated Castor Oil with Other Oils, II."
11:30 a.m. Election of officers.

Afternoon Session

2:00 p.m. Club papers:—
Pittsburgh Club:—"The Painting of Brick Surfaces, II."
Chicago Club:—"Soy Bean Oil in Flat Wall Paint."
3:00 p.m. "Chemistry of Bodied Oils," Theodore F. Bradley.
3:45 p.m. Club papers:—
Toronto Club: — "Lacquer Paste Grinding on a Three Roller Mill."
Philadelphia Club:—"Study on Stability of Green Pigments."
7:00 p.m. Federation frolics.
Installation of new president.
American Paint Journal award.
The Paint Industry Magazine award.
National Paint Bulletin award.
Toronto golf trophy award.
Entertainment.

Wednesday, October 30

Morning Session

9:30 a.m. Joint meeting of the National Paint, Varnish and Lacquer Association, and the Federation of Paint and Varnish Production Clubs.

Open Forum Discussion

1. What is the preferred method for determining melting point of resins and what can be done to bring about standardization of this method in the coating industry?
2. How useful or practical are accelerated weathering tests?
3. Is the newly developed three roll hi-speed mill supplanting the five roll hi-speed mill, and if so, on what type of products?
4. What will be the effect of micronized pigments on plant equipment investment? What experience have you had with micronized pigments?
5. What results have been obtained by the use of inert gas in varnish making and storage? Does the cost limit its use to volume put out?
6. What is the practical significance of the acid value in evaluating phenolic resins?
7. What are the comparative merits of lead titanate and non-chalking titanium dioxide in exterior house paint?
8. What is the practical and economical field for wetting agents?
9. To what general extent has tung oil and perilla oil been replaced by substitutes and which ones are in most favor?
10. To what extent has the use of fast bodying linseed oil reduced the cost of varnish operations?
11. What is the best system to follow in limiting the number of varnish vehicles?
12. What more exact methods of determining the end point of varnish cooks have been developed other than the usual string from glass or paddle?
13. What is the cause of flat paints and enamels thinning down upon aging in the package? Is there a remedy?
14. What are the relative merits of metallic soap gels and colloidal pigments relative to suspension properties and package stability?
15. What causes livering of carbon blacks and iron blues in certain alkyd vehicles?
16. Can aluminum paints be tested for durability in any accelerated manner?
17. What can be said about the method and equipment to use when cooking laboratory batches of varnish so that there is a direct correlation between these cooks and production runs?
18. Can the color of iron blue be kept uniform when ground in a steel ball mill without a water jacket? Are there differences in heat sensitivity of various iron blues?
19. Is there any recent data available on the American venture of producing tung oil in the South? Has it been a profitable venture and is it now economically feasible for a paint manufacturer to produce his own tung oil?
20. A Federal government project is announced in the newspapers:—
    A. How may I get the details of the paint requirements in sufficient time to bid on them?
    B. Is the published announcement in newspapers the only way I can determine when the Federal government is in the market for paint products? Is there a general mailing list, if so, how do I get on it?
    C. Does the government purchasing agent use an "approved" list of manufacturers? If so, how do I get on that?
    D. I have a flat wall paint which I would like to see used on F. H. A. jobs. What is the procedure?
21. Has the use of alkyd-emulsion, casein or other similar vehicles been thoroughly considered by the Federal government agencies with the view of conserving our more important drying oils?
22. To what extent has the paint industry in various sections of the country taken up the "credit union" idea as an aid to employees?
23. Would it be advisable for the Federation of Paint and Varnish Production Clubs to appoint a committee to investigate and make recommendations for safety, health and fire protection?

"Safety and Health Hazards" by John S. Shaw, manager of the safety and service department of the Hercules Powder Company.

Clyde Hose, long identified with the paint business, is now with the Reichhold Chemical Company, assisting Robert Coerdt, manager of the Cleveland division.

for ARCHITECTURAL ENAMELS *of Quality*

A medium-to-long oil, pure alkyd resin of the oxidizing type.

AROPLAZ 960 has the following pertinent characteristics:

- Initial paleness and color retention
- Durability, flexibility, gloss and toughness
- Compatability with other resins and with reasonable amounts of basic pigments
- Extensibility with oils, varnishes and mineral spirits
- Rapid dust and tack-freeness, with good overnight dry
- Brushability, without undue sagging or blooming

960 AROPLAZ

THE COMPLETE RESIN LINE
"S & W" ESTER GUM—*all types*
"AROFENE"*—*pure phenolics*
"AROCHEM"*—*modified types*
"CONGO GUM"—*fused and esterified*
"AROPLAZ"*—*alkyds*
NATURAL RESINS—*all standard grades*
* Registered U. S. Patent Office

STROOCK & WITTENBERG CORPORATION
LINCOLN BUILDING, NEW YORK, N. Y.

N.Y. Production Club Hears About Titaniums

Roy Troutman, of Krebs Pigment & Chemical Corporation, Wilmington, Del., was guest speaker at the meeting of the New York Paint & Varnish Production Club held October 10 at the Building Trade Employers' Association, this city.

Speaking on "Fade-resistant Titanium Pigments in Exterior House Paints," Mr. Troutman said that titaniums, if properly blended, are excellent coatings for exteriors. He pointed out that tests conducted by Krebs showed titaniums have high-hiding power, are durable and are equal in chalk-resistance to other pigments.

Brief summaries were given of two papers, "Quantitative Adhesion Measurement of Coatings Before and After Exposure" and "Methods for Producing Uniform Films." These papers will be presented in full at the federation convention in Washington.

In a report submitted by a subcommittee, on the "Evaluation of Paint Mills," several factors were said to determine the efficiency of various types of paint mills operating to produce a predetermined fineness of grind. The fineness of grind was fixed as No. 4 on the Sherwin-Williams fineness gauge.

The conclusions reached by the group were that the number of rolls on a mill does not always give a proportionate grinding advantage; that factors greatly influencing results are: —speed of rolls, roll ratios, and fluidity or consistency of material; and that the skill of the operator is very important for best results.

By an approved change in the by-laws the monthly meetings of the club will be held on the first Thursday every month, instead of the second. This move was made to prevent conflict with meetings of the New York Paint, Varnish & Lacquer Association.

Standard Manufacturing & Color Card Corporation, Buffalo, N. Y., has enlarged its quarters at its current address 102 Gelston street.

Enright Named President Of N.E. Paint & Oil Club

Boston, Oct. 7, 1940

Harold B. Enright, New England manager of the Sherwin-Williams Company, has been named president of the Paint and Oil Club of New England. Charles W. Brown, of the Gould & Cutler Corporation, has been elected vice-president, and William G. McIntyre, secretary-treasurer.

Painting Handbook Issued

A compilation in condensed form of some 20,000 analyses of painting problems has been published by the American-Marietta Company under the title "Maintenance Painting Handbook." The first section of the book is devoted to discussions of the preparation of various types of surfaces. This is followed by a portion describing the action upon painted surfaces of innumerable agents and conditions.

Subsequent sections present information concerning the drying times of paints, their heat resistance, light reflecting qualities, and other factors. A copy of the valuable handbook will be sent industrialists and paint buyers upon request to the American-Marietta Company, 43 East Ohio street, Chicago, Ill., and mention of the REPORTER.

Phila. Paint Club Names W. Gorrell President

Walter Gorrell, of John Lucas & Co., was elected president of the Philadelphia Paint, Varnish and Lacquer Association at a meeting October 9, in the Warwick hotel, Philadelphia. Approximately eighty-seven members were in attendance. H. R. Kluth, the retiring president, of the Pittsburgh Plate Glass Company, was elected first vice-president, H. B. Almond, of the McCloskey Varnish Works, was named second vice-president; French Reeves, of the John T. Lewis Company, treasurer; and George B. Heckel, secretary.

Following his installation, Mr. Gorrell discussed the many demands and problems which, he said, the national defense program would bring to the industry.

Ernest T. Trigg, president of the national association, addressed the club on "Trends in the Paint Industry." He outlined the current activities of the national association, particularly those touching on national defense. The speaker said that the subject of the proposed industry cooperative institutional advertising campaign would receive full consideration at the coming national convention; he felt that this promotion planning should not stop.

Mr. Trigg mentioned a color card that he had just received from the British Color Council, which shows paint styles for 1941, commenting that if Britain can continue to promote paint styling at this time, he could see no need for a lessening in American selling efforts. Mr. Trigg urged that everyone express themselves fully on the subject of the campaign at the Washington meetings. He also urged increased activity in the development of sales training classes for retail paint clerks. A textbook for these courses would soon be printed by the U. S. Government Printing Department, he said.

Flatting Pigments Discussed

An evaluation of a number of pigments for use in the flatting of lacquers is presented in the September issue of the technical section of *R.B.H. Dispersions*, monthly house organ of R.B.H. Dispersions, Inc. Eleven flatting pigments are reviewed in the study. A copy of the technical section of the publication may be secured by addressing R.B.H. Dispersions, Inc., Bound Brook, N. J., on mention of the REPORTER.

Crown Cork & Seal Company, Baltimore, proposes to refund indebtedness through new $15,000,000 three and one-half debenture and $4,000,000 serial note issue.

mineral pigments

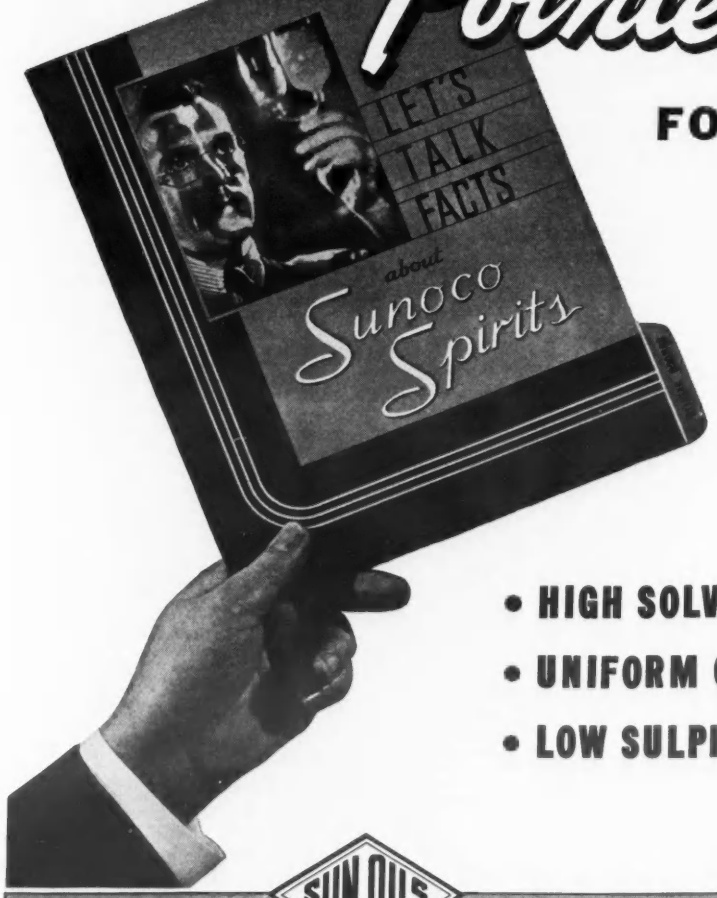
NATURAL AND SYNTHETIC

PURE CHROMIUM OXIDES
are
STRONG - INERT - PERMANENT

C K WILLIAMS & COMPANY
EASTON·PENNSYLVANIA

Pointers on Paints

FOR PAINT MANUFACTURERS



In "Let's Talk Facts" you'll find useful information, authoritative facts and figures on mineral solvents in general and Sunoco Spirits in particular. You'll see how to reduce costs with this well-balanced high solvency thinner. You'll learn about the excellent wetting-out properties of Sunoco Spirits, its low sulphur content, its dependable uniformity . . . how to save mixing time, maintain high product quality, save solvent dollars.

The answers to your questions about mineral spirits are in "Let's Talk Facts" . . . want a copy?

SUN OIL COMPANY
PHILADELPHIA, PA.
Sponsors of the Sunoco News Voice of the Air — Lowell Thomas

- HIGH SOLVENCY
- UNIFORM QUALITY
- LOW SULPHUR CONTENT

Pre-tested SUNOCO SPIRITS

SUN OILS

PETROLEUM PRODUCTS FOR ALL INDUSTRIES

Industrial Uses of Chemicals and Related Materials

(Formerly Styled "Where You Can Sell")

Producers' Guide to New Markets Technical Information for Processors

Fully protected by copyright

Seven-hundred-eighteenth Recapitulative Instalment

(Parenthetical references are to the numbers of patents in the United States or other countries, as designated)

2-Amino-1-butanol

Chemical

Absorbent for—
Acidic gases
Emulsifying agent in soap form
Reactant in—
Organic syntheses
Suggested as emulsifying agent in making—
Emulsions of various chemicals
Textile lubricants in emulsified form

Fats, Oils, and Waxes

Emulsifying agent for—
Fats Waxes
Oils
Suggested as emulsifying agent in making—
Emulsified boring oils
Emulsified cutting oils
Emulsified drilling oils
Emulsified greasing compositions
Emulsified lubricating compositions
Emulsified preparations of waxes
Emulsified sulphonated oils
Emulsified wire-drawing oils

Miscellaneous

Suggested as emulsifying agent in making—
Polishes of various kinds for furniture, automobiles, metal, floors, other articles
Waterproofing compositions of the emulsified wax type

Soap

Suggested as emulsifying agent in making—
Emulsified soaps and detergent compositions

Textile

Suggested as emulsifying agent in making—
Emulsified compositions used in textile processing and finishing

---

3″-Amino-4′:4″-dihydroxy-3:3′-dimethoxyfuchsone

Dye

Intermediate (Brit. 485228, 485266, and 502216) in making—
Synthetic dyestuffs

Pharmaceutical

Claimed (Brit. 485228, 485266, and 502216) to have medicinal properties

---

Betadibutylaminoethylurea

Chemical

Starting point (Brit. 497042 and 497043) in making—
Textile assistants

Bis-(3:4-dichlorobenzyl)nicotinium Chloride

Insecticide

Mothproofing agent (Brit. 483368) for treating—
Feathers and fibrous materials of animal origin such as spun or unspun wool (claim is made that it can be applied from neutral or slightly alkaline aqueous solutions and is very fast to washing)

1:8-Bis-(4′-nitrobenzenesulphonamido)naphthalene

Pharmaceutical

Claimed (Brit. 502173) as—
Therapeutically valuable agent for treating bacterial infectious diseases

---

Butyl Chloride

(Butylchlorid, Chlorure de Butyle, Chlorure Butylique, Cloruro de Butile, Cloruro di Butil)

Chemical

Reactant in—
Organic syntheses
Solvent for various purposes

Miscellaneous

Solvent for various purposes

Dibutoxymethane

Chemical

Reactant in—
Organic syntheses

Disinfectant

Reactant in making—
Antiseptics Deodorants

Fungicide

Reactant in making—
Fungicides

Resins

Reactant in making—
Synthetic resins

Ethyl Borate

(Additional uses—supplementary to information in the book, Uses and Applications of Chemicals and Related Materials—see bottom of this page)

Aviation

Fireproofing agent for—
Airplane fabrics
Ingredient of—
Fireproofing compositions for airplane fabrics

Disinfectant

Ingredient of—
Antiseptics Disinfectants

Ethyl Para-aminobenzoate

Chemical

Starting point (Brit. 230089) in making—
Anesthetics by reacting with picric acid
Antiseptics by reacting with picric acid

Lippia Adoensis Oils

Aromatics

Essential oil (from the flowering tops) offering the following characteristics—
Specific gravity, 0.927 to 0.9338
Refractive index, 1.4750 to 1.4785
Optical rotation, —49.2° to —50.2°
Essenial oil (from the twigs) offering the following characteristics—
Specific gravity, 0.925 to 0.9386
Refractive index, 1.4785 to 1.4881
Optical rotation, —48° to —54°

Perfume

Suggested for use in making perfumes

(2-Methyl-3′:2′-naphth-3:4-oxazole-1)-(6-methyl-1-ethylquinolin-4)-isocyanin Iodide

Photographic

Sensitizer (U.S. 2072908) in—
Photographic emulsions

Nitroethane

(Additional uses—supplementary to those given in OIL, PAINT AND DRUG REPORTER, *April 17, 1939, page 33)*

Cellulose Products

Solvent for—
Cellulose acetate
Cellulose acetobutyrate
Cellulose acetopropionate
Nitrocellulose

Dye

Solvent for—
Dyestuffs

Fats, Oils, and Waxes

Solvent for—
Fats Waxes

Resins

Solvent for—
Alkyd resins
Other resins Vinyl resins

2-Nitro-2-methyl-1-propanol

Chemical

Reactant in—
Organic syntheses

Rubber

Heat sensitizer for—
Rubber latex

5-Nitro-1-methylthiolbenzothiazole

Insecticide

Toxic agent (Brit. 500197) in—
Emulsified insecticidal compositions

Opopanax Oil

(An oil steam-distilled from the opopanax resin)

Aromatics

Oil offering the following properties—
Acid number, 3.08
Characteristic odor of the resin (strongly aromatic, rather recalling that of fenugreek seed, lovage and costus root combined) and a subodor resembling that of licorice
Ester number, 173.95
Optically inactive
Pale yellow color
Refractive index, 1.5165
Soluble in 10 volumes of 70 percent alcohol
Specific gravity, 1.0006
Very volatile

Toluene Ethylsulphonamides

(Mixture of Ortho and Para Types)

(Santicizer 8)

(Continued from October 7)

Miscellaneous

Increaser of—
Flexibility of glue-glycerin mixtures
Water-resistance of glue-glycerin mixtures
Plasticizer for—
Casein Nitrocellulose
Cellulose acetate Santolite resins
Corn protein Shellac
Ethylcellulose Soybean protein
Glue Vinyl resins
Plasticizer in—
Compositions, containing ethylcellulose, cellulose acetate, nitrocellulose, or certain resins used as coatings for protecting and decorating various products
Special plasticizer for—
Coatings designed to withstand gasoline and other petroleum products
Coatings designed to withstand corrosion by seawater, salt-bearing atmospheres, or salt solutions

Paint and Varnish

Plasticizer for—
Casein Santolite resins
Cellulose acetate Shellac
Ethylcellulose Vinyl resins
Nitrocellulose
Plasticizer in—
Paints, varnishes, lacquers, enamels, and dopes containing ethylcellulose, cellulose acetate, nitrocellulose, or certain resins

Paper

Plasticizer in—
Compositions, containing ethylcellulose, cellulose acetate, nitrocellulose, or certain resins, used in the manufacture of coated papers and as coatings for protecting and decorating articles made of paper or pulp

Photographic

Plasticizer in making—
Films from cellulose acetate, nitrocellulose, or other esters of cellulose

Plastics

Plasticizer in making—
Laminated fiber products
Molded products
Plastics from ethylcellulose, nitrocellulose, cellulose acetate, or certain resins

Resins

Plasticizer for—
Santolite resins Vinyl resins
Shellac
Plasticizer in—
Resin-nitrocellulose compositions and solutions

Rubber

Plasticizer in—
Compositions, containing ethylcellulose, cellulose acetate, nitrocellulose, or certain resins, used as coatings for decorating and protecting rubber goods

Stone

Plasticizer in—
Coating compositions, containing ethylcellulose, cellulose acetate, nitrocellulose, or certain resins, used for decorating and protecting artificial and natural stone

Textile

Plasticizer in—
Compositions, containing ethylcellulose, cellulose acetate, nitrocellulose, or certain resins, used in the manufacture of coated fabrics

Wood

Plasticizer in—
Compositions, containing ethylcellulose, cellulose acetate, nitrocellulose, or certain resins, used as protective and decorative coatings on woodwork

Uses and Applications *of Chemicals and Related Materials* • A cloth-bound book of 665 pages (6 x 9) containing information similar to that above on 5167 materials • **$10** **Postage paid in U. S. 39c postage elsewhere**

Oils, Fats, and Waxes

Cottonseed Oil Price Movements Continue Within Small Limits —Olive Oil Still in Upward Trend—Chinawood and Perilla Remain Firm—Lard Compound Reduced—Trade Quiet

No broadening of business was noticeable in the market for miscellaneous vegetable, animal and fish oils, fats and greases last week. Cottonseed oil and lard futures continued to move within small limits and buyers of other oils and fats were still disposed in many instances to adhere to a hand-to-mouth policy in making purchases despite the low prices prevailing. The ruling tone was steady, sluggishness of trade being offset by limited offerings. There were few changes in quotations.

Chinawood oil was firm at the recent advance. There was an impression in trade circles that the opening of the Burma Road would not be followed by any increase in supplies. Offerings from abroad remained very light last week and the import cost was said to be well above the prevailing price for oil on spot here. The October cotton crop estimate was slightly lower than a month earlier but the indicated yield was still considerably higher than last year at this time, although the ginning for the season to date is sharply lower than a year ago.

Price Changes

Advanced

Candelilla wax, ½c. per lb.
Olive oil, 5c. per gal.

Reduced

Lard compound, 25c. per 100 lbs.

Comparative Values

Index numbers compiled from twenty-three typical oils, fats and greases on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
95.3	95.3	95.2	106.8

Market news that may have developed after this report was sent to press will be found on page 4.

Vegetable Oils

Castor, Dehydrated. — Steady at price reduction previously announced. Trade more active.

Chinawood.—Tone remained firm. Inquiry somewhat more active. Offerings light, spot and future. No material increase in supplies expected to follow opening of Burma Road. Los Angeles receipts last week 27,450 pounds; New York 280 tons.

Coconut. — Crude steady though quiet. Offerings light. Refined unchanged. Fair inquiry.

Cottonseed.—Edible oil steady. Fair movement to local and other consumers.

Oiticica.—Local market remained firm. Offerings light, spot and future. Fair inquiry.

Olive.—Prevailing tone firm. Offerings light. Good inquiry for denatured and edible. Nominal quotations 5c. higher.

Palm.—Offerings light, spot and future. Market firm. Quotations nominal. Inquiry fair.

Peanut.—Crude and refined firm. offerings continued light. Bill introduced at Washington providing marketing quotas for peanuts.

Perilla.—Quiet and firm. Supplies light, some quarters bare of stocks.

Soybean. — Quotations underwent little change. Domestic trade fairly active. Export movement light.

Teaseed.—Tone remained firm. Offerings light. Quotations nominal.

Trading in soybean oil futures on the New York Produce Exchange from October 5 to October 11, inclusive, consisted of one contract, total 60,000 pounds. Following is a price record for the week:—

	Cents per pound in tanks—High.	Low.	Close
January	...	..	4.20@4.35
March	...	...	4.20@4.30
May	4.25	4.25	4.20@4.30

Markets at Other Centers

Chicago, Oct. 11.—Vegetable oil market quiet.

COCONUT.—Refined, edible oil, 7¼c. to 7¾c. per pound, drums, car lots; 8c. to 8¼c., drums, less than car lots.

CORN.—Crude, low acid, 5⅛c. to 5⅜c. per pound. Refined, edible oil, 7¾c. to 8¼c., drums, car lots; and 8c. to 8¼c., drums, less than car lots.

SOYBEAN.—Crude, 3¾c. to 4c. per pound.

The market for soybeans on the Chicago Board of Trade was quiet. Following is a soybean price record, per bushel, for the week:—

	High.	Low.	Closing—Oct. 11.	Oct. 4.
Cash, No. 2	.77¼	.76¼	.77¼	...
December	.77⅜	.73⅝	.76⅝	.73⅝
May	.79	.75¾	.78⅝	.76

San Francisco, Oct. 9.—Vegetable oils fairly active and generally steadier.

COCONUT.—Firm at 2⅜c. per pound in tankcars, f.o.b. Pacific Coast ports and/or mills. Sales early in week at 2 5/16c. Copra 1.35c. to 1.40c. per pound.

CHINAWOOD.—Business reported at 25½c. per pound in tankcars.

OITICICA.—Raw, liquid oil quoted at 19c. per pound in drums, f.o.b. San Francisco. Tankcars 18c.

COTTONSEED. — Domestic bleachable cottonseed oil quoted at 5⅝c. per pound in tankcars, f.o.b. northern California mills.

PERILLA.—Quoted 16½c. per pound in tankcars, duty paid, f.o.b. San Francisco.

RAPESEED. — Japanese rapeseed oil, refined, denatured, quoted at 8c. per pound, in tankcars, duty paid, f.o.b. San Francisco.

TEASEED.—Nominal at 15½c. per pound in drums, f.o.b. San Francisco.

Linseed Oil

Flaxseed price movements generally moderate. Linseed oil, cake and meal steady.

Flaxseed—DULUTH, Oct. 11.—Arrivals of flax continue light. Elevators in the country are holding back seed because of the rapidly filling terminal houses. Cash demand nominal.

The week's closing price range was as follows:—

	Cash.	Dec.
Saturday	$1.44½	$1.46½
Monday	1.47	1.47
Tuesday	1.48	1.47½
Wednesday	1.48½	1.46½
Thursday	1.49	1.48
Friday	1.48	1.46¾

Crop movement in bushels follows:—

	Receipts—1940.	1939.	Shipments—1940.	1939.
This week	185,680	113,990	142,713	1,806
Since Aug. 1.	4,967,570	3,074,476	2,172,899	1,479,291

MINNEAPOLIS, Oct. 11. — Elevator competition for cash flax offers stiffened some in the past week and crushers had to pay more money compared with futures in order to keep supplies moving. Receipts were light and easily assimilated. In addition to elevator and crusher buying there was some demand from seed houses and the latter paid 1c. over best crusher bids for the quality they wanted. Arrive offers of seed were light all through the week and according to reports from up country farm movement is limited. A spell of nice weather enabled farmers to take care of dried out shocks and where these shocks were well made the seed is turning out good in spite of late threshing. Movement of northern seed is bringing up average quality of arrivals and more of the flax is going to diversion points.

The week's closing price range was as follows:—

	Cash.	Dec.	May.
Saturday	$1.46½	$1.45½	$1.49
Monday	1.48	1.46	1.49¾
Tuesday	1.48	1.46	1.49¾
Wednesday	1.48½	1.46½	1.50¼
Thursday	1.49	1.47	1.50½
Friday	1.48	1.46	1.49½

Crop movement in bushels follows:—

	Receipts—1940.	1939.	Shipments—1940.	1939.
This week	338,800	197,400	46,200	100,800
Since Sept. 1.	6,308,200	2,745,400	433,200	885,800

WINNIPEG, Oct. 11.—The week's closing flaxseed price range was as follows:—

	Cash.	Dec.	May.
Saturday	$1.18¾	$1.18½	$1.19¾
Monday	1.19¼	1.18½	1.19½
Tuesday	1.18¾	1.18⅛	1.19½
Wednesday	1.18¾	1.17⅞	1.19¼
Thursday	1.18	1.17½	1.19¼
Friday	1.18	1.17⅞	1.19⅝

BUENOS AIRES, Oct. 11.—Linseed, October, 687⅛c. per bushel. Exports this week, 788,000 bushels, including 744,000 to the United States. Total since January 1 as follows:—

To—	Bushels—This year.	Last year.
United States	9,873,000	11,917,000
United Kingdom	5,896,000	2,220,000
Continent	11,856,000	20,867,000
Orders	606,000	8,078,000
Others	1,115,000	2,020,000
Totals	29,346,000	45,602,000

Visible Supply

	Bushels.
Last week	5,518,000
Previous week	5,512,000
Last year	2,559,000

Linseed Oil.—The market here had a fairly steady tone in the absence of wide changes in flaxseed quotations. Oil prices were generally held at previous levels during the week. There was no material broadening of trade, although reports were current to the effect that inquiries were received rather more numerously. Withdrawals on contracts held up well here, and advices from other centers reported a steady movement to consumers and dealers on contracts previously placed. The monthly government flaxseed report made little change in the estimated production in this country, the indicated yield as of October 1 being 30,629,000 bushels, against 30,662,000 bushels a month earlier and 20,330,000 bushels last year. The relatively large crop this year resulted from an increased acreage and favorable growing weather in Minnesota, the Dakotas and

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Current prices on animal, vegetable, and fish oils (under Oil), fats, and greases (under Grease) are given in the alphabetical list of prices beginning on page 7

WOBURN HIGH QUALITY FATTY ACIDS HAVE BEEN THE STANDARD FOR YEARS FOR THE MANUFACTURE OF ALKYDS OF ALL TYPES

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TALLOW FATTY ACIDS

WHITE PALM OIL FATTY ACIDS

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Montana. Rains at harvest time lowered the grade of the crop in South Dakota and southern Minnesota.

MINNEAPOLIS, Oct. 11.—Buyers of linseed oil sought scattered lots for nearby shipment to fill in where they failed to contract for actual requirements. This business was mostly in cooperage and small tankcar lots. Inquiry for round lots was very limited and no sales were confirmed. Buyers are still waiting on developments. Demand for finished goods is much better than expected but having contracts for the bulk of their requirements up to the turn of the year manufacturers are waiting to see how the Argentine crop is going to turn out.

Quotations on carload lots f.o.b. Minneapolis 7.5c. per pound in tankcar lots, 8.1c. in cooperage car lots and 8.5c. per pound in warehouse lots.

Shipments of oil in pounds were as follows:—

	1940.	1939.
This week	4,150,000	3,720,000
Since Sept. 1	23,950,000	20,760,000

SAN FRANCISCO, Oct. 9.—Linseed oil quiet and steady. Deliveries exceptionally good. Quoted:—Tankcars, 7.5c.; drum car lots ex mill, 8.1c.; drum lots ex warehouse, 8.5c.

CHICAGO, Oct. 11.—Business in linseed oil has picked up to some extent. Tankcars, 7.5c. per pound; drums, car lots, 8.1c.; drums, less than car lots, 8.5c.

Cake and Heal.—Meal fairly active. Cake quiet. Ruling tone steady.

MINNEAPOLIS, Oct. 11.—Demand for meal is holding up surprisingly well and crushers are shipping out supplies as fast as they become available.

Quotations on carload lots f.o.b. Minneapolis, 100-pound sacks, $24 to $25 per ton.

Shipments of meal in pounds were as follows:—

	1940.	1939.
This week	8,760,000	4,200,000
Since Sept. 1	45,881,000	26,080,000

CHICAGO, Oct. 11.—Linseed meal is picking up steadily in tone, and buying is showing improvement. Round lots, $24 per ton, mostly nominal; car lots, $24.50 to $25; less than car lots, $26.50 to $27.

Cottonseed Oil

Changes in local and Southern markets for cottonseed products were generally narrow. Trading in oil futures here was quiet.

Cottonseed Oil.—There was a continuation in the local market last week of the narrow price movements witnessed in recent preceding weeks, the attitude of many traders still being a waiting one. To some, however, the undertone of the market appeared to be steadier. Offerings of contracts were rather light at times and hedge selling failed to show the increase that some had expected with an expanding movement of seed to the mills. On the basis of current quotations for seed, crude cottonseed oil prices were said to be below the cost of production. However, that may be offerings were still reported as light in all sections.

The October government cotton estimate was slightly lower than in the previous month but the indicated yield—12,741,000 bales—compared with a production of 11,817,000 bales last year. The quantity of cotton ginned to October 1 was only 3,924,094 bales, or about 2,750,000 bales less than in the same time last season, the decrease this year being attributed to the lateness of the crop. Vegetable products which compete with cottonseed oil were generally steady. Shortening was reduced ¼c.

Reports were current of sales of lard for export to Sweden and other countries but clearances from this port continued light. For the season to October 5 exports from all ports show a decrease of more than 96,000,000 pounds as compared with the previous season. Receipts of hogs at some points in the West were larger. The weight of the hogs received at Chicago during the week ended October 5 averaged 226 pounds against 225 pounds in the previous week.

Trading in bleachable prime Summer yellow cottonseed oil futures on the New York Produce Exchange from October 5 to October 11, inclusive, consisted of 329 contracts, a total of 19,740,000 pounds. Following is a price record for the week:—

	Cents per pound in tanks		
	High.	Low.	Close.
January	5.51	5.40	5.40@5.41
March	5.62	5.49	5.51 sale
May	5.70	5.58	5.58@5.59
December	5.50	5.36	5.37@5.40

Crude, Southeast, .04½c. Nom.

Chicago, Oct. 11.—Cottonseed oil trade is moderate. Refined, edible oil is 7¾c. to 8¼c. per pound, drums, car lots; and 8¼c. to 8½c., drums, less than car lots.

Cake and Meal.—A steady tone prevailed in Southern markets. Production at the mills was increasing as the seed movement expanded, but offerings of products were still reported as light.

Markets at Other Centers

Atlanta, Oct. 9.—Crude cottonseed oil easy at 4⅜c. Meal offerings still light, although production is increasing; quoted $23.50 nominal. Weather favorable for cotton harvesting.

Memphis, Oct. 11.—Crude cottonseed oil quiet. Last sales at 4⅜c. Valley mills complain of slowness of seed movement. Claimed crude price now under cost of production. Meal, 41 percent, $23.50 per ton, Memphis. Bulk cake $21.25 per ton, Mississippi mill points.

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Bulk hulls $6 per ton. Seed $22 per ton at gin points. Weather favorable, but cotton opening very slowly. Closing cottonseed meal quotations on the Memphis exchange were as follows:—

	Oct. 3.	Oct. 10.
October	$22.25@22.60	$22.85@—
December	21.30@—	21.75@—
January	21.25@—	21.60@—
March	21.25@—	21.60@—
May	21.15@21.30	21.60@21.75

Fatty Acids

Capric Acid.—Quotations stationary. Fair movement to makers of chemical compounds.

Castor Oil. — Business continued along conservative lines. Prices steady.

Coconut Oil. — Steady with basic material. Fair contract movement.

Cottonseed Oil.—Inquiries for moderate quantities more numerous. Quotations maintained.

Lauric Acid.—Purchases generally limited to moderate quantities for current needs.

Myristic Acid.—Fair movement on contracts and new orders. Market steady.

Palm Oil.—Somewhat better request from makers of soaps and textile compounds.

Soybean Oil. — Increase noted in inquiry for moderate lots. Market steady.

Stearic Acid.—Steady movement to local and other consumers on contracts and transient orders.

Chicago—Oct. 11

Fatty acids are quiet but generally firmer.

RED OIL.—Distilled or saponified, 6¼c. to 7¼c. per pound.

STEARIC ACID. — Distilled, single press, 8½c. to 9½c. per pound; double press, 9c. to 10c.; triple press, 11¾c. to 12¾c.

OTHER FATTY ACIDS.—Corn oil, double distilled, 8¼c. to 8½c. per pound, tankcar; coconut oil, acidulated, 9¼c. to 9½c. per pound, tankcar; cottonseed oil, double distilled, 7¼c. to 7½c. per pound, tankcar; settled cottonseed soap stock, 60-62 percent basis, 2⅝c. to 2¾c.; boiled down soap stock, 65 percent basis, 3⅝c. to 3¾c.; cottonseed foots, 50 percent basis, 1⅜c. to 1½c.

Fish Oils

Cod. — Newfoundland in fair demand. Stocks and offerings light. Market firm.

Menhaden.—Local refined oil market steady. Business fairly active.

Sardine.—Refined oil steady. Purchasing generally limited to small or moderate lots.

Sperm.—Fairly active demand from local and other buyers. Market steady.

Whale.—Purchasing of refined oil continued along conservative lines. Prices maintained.

Markets at Other Centers

Baltimore, Oct. 9.—Crude menhaden oil remains quiet. Bids of 20c. per gallon, Baltimore basis, brought out no offers. Fishing in Chesapeake Bay and off Virginia capes showed no improvement and very little oil added to stocks. Fishing off Florida coast about at standstill.

San Francisco, Oct. 9.—Representatives of sardine oil reduction plants and fishermen broke the deadlock here last week and contracts were signed on a compromise basis which resulted in the fishermen going to work immediately. The market strengthened moderately, a few scattered sales of tankcar lots being made at 26 cents per gallon.

Fishermen at Monterey signed a working agreement on October 5 providing for a tonnage rate on raw fish of $10.50 and this was followed here in San Francisco late yesterday afternoon when boatmen operating out of the Bay signed up on the same basis. There are large bids present at 24½ cents and 25 cents. It was thought likely that considerable new business would shortly be put through—probably on the basis of 25 cents.

Fats and Greases

Grease.—Quotations generally stationary. Fair inquiry. Spot stocks reported light.

CHICAGO, Oct. 11. — Choice white grease, 3⅝c. to 3¾c. per pound; yellow, 3½c. to 3¼c.

Lard.—Tone of local cash market steady. Fair domestic trade. Export movement light.

CHICAGO, Oct. 11.—Following is a lard price record, per 100 pounds, for the week:—

	High.	Low.	Closing Oct. 11.	Closing Oct. 4.
Cash	$4.67	$4.60	$4.67	$4.50
December	4.80	4.70	4.80	4.60
May	6.20	6.07	6.17	6.10

Stearin.—Offerings light. Market firm. Quotations nominal. Fair inquiry.

CHICAGO, Oct. 11.—Prime oleo stearin, 5½c. to 6c. per pound; lard, 5¾c. to 6c.

Tallow.—Business generally limited to comparatively small lots. Offerings light.

CHICAGO, Oct. 11.—Edible tallow, 4c. to 4¼c. per pound, tierces; inedible, prime, 3¾c. to 3⅞c.; special, 3⅛c. to 3¼c.

There was no trading in tallow futures (old contracts) on the New York Produce Exchange from October 5 to October 11, inclusive. Following is a price record for the week:—

	Cents per pound in tanks High.	Low.	Close.
January	...	...	3.75 nom.
December	...	...	3.75 nom.

Animal Oils

Degras. — Tone steady. Quotations generally stationary. Trade fairly active.

Lard.—Prevailing tone was steady. Somewhat better request for moderate quantities.

CHICAGO, Oct. 11.—No. 1 lard oil, 7¼c. to 7½c. per pound.

Neatsfoot. — Quotations maintained. Tone firm. Business fairly active.

Oleo.—Market firm. Fairly active inquiry. Spot supplies light.

CHICAGO, Oct. 11.—Extra oleo oil, 7c. to 7¼c. per pound.

Tallow. — Prices stationary. Tone steady. Business quiet.

CHICAGO, Oct. 11.—Acidless tallow oil, 6¼c. to 6½c. per pound.

Waxes

Bees.—Crude wax prices maintained at late advance. Undertones firm. Bleached wax prices yet to reflect rise. Demand steady. Stocks of bleached and refined yellow meet needs.

Candelilla.—Higher in Mexico. Spot up to 19c. to 19½c. per pound, ton lots.

Carnauba.—Brazil cabled substantial advances in price. Rise there 4c. to 6c. per pound. Spot firmer. Advance locally not realized, but tendency was upward. Lack of heavy buying tended to temper the natural strength stemming from primary market situation.

Japan.—Higher in Japan and tending higher on spot.

Woburn Opens Castor Bean Shelling Plant in Texas

Brownsville, Tex., Oct. 10, 1940

Woburn Degreasing Company, Harrison, N. J., has opened a castor bean shelling and packing plant at terminals on the ship canals here, according to M. D. L. Van Over, executive director of the company. More than three hundred farmers of the Lower Rio Grande valley have grown the castor beans this season and are supplying the new plant with the product at an average price of $53 a ton for the shelled beans. Pending the early construction of a processing plant here the beans will be shipped by water to other points, it was stated.

Soap Exports Reported

United States exports of various sorts of soaps during August, as reported by the Bureau of Foreign and Domestic Commerce, follows:—

	Pounds.	Value.
Medicated	18,287	$7,063
Toilet or fancy	603,563	82,587
Laundry	1,162,235	57,407
Powdered or flaked	116,968	9,254
Shaving creams	37,018	11,695
Shaving cakes, powders, and sticks	15,134	4,082
Shaving soaps, bricks, pastes and powders	341,485	26,666
Other soap	75,705	8,749

Pan-American Pipe Line Company is building a $5,000,000 pipe line from the East Texas field to its line at Sinco, Tex.

SUN BLEACHED
Beehive Brand BEESWAX
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Spermaceti Red Oil Glycerine
Ceresine Stearic Acid
WARRANTED PURE BEES WAX

Flaxseed Crop Estimate Off October 1

The Department of Agriculture estimate as of October 1 of the 1940 flaxseed crop was 30,629,000 bushels. This compares with an estimate of 30,662,000 bushels a month earlier and with a production last season of 20,330,000 bushels. The 1940 crop greatly exceeds production in any of the last 15 years, and is the third largest ever produced in the United States. The relatively large crop this year resulted from an increased acreage and from favorable growing weather in Minnesota, the Dakotas and Montana, where abandonment of planted acreage was small and yields per acre comparatively high.

Details of the October 1 estimate with respect to the several producing States follow:—

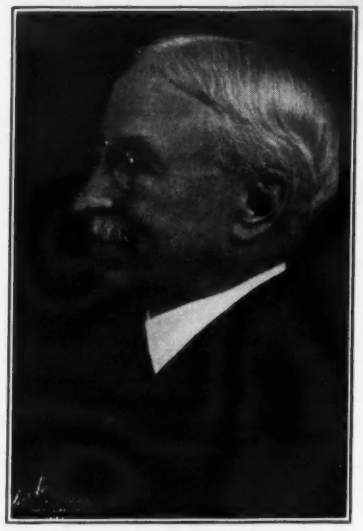
	Bushels					
	Yield per acre			Production		
	Average 1929-38.	1939.	Indicated 1940.	Average 1929-38.	1939.	Indicated 1940.
Michigan	8.8	8.5	9.0	59,000	68,000	81,000
Wisconsin	10.7	11.0	12.0	58,000	121,000	168,000
Minnesota	8.2	10.0	10.5	5,140,000	12,230,000	16,180,000
Iowa	9.1	10.5	14.0	147,000	945,000	2,800,000
Missouri	4.2	6.5	6.0	13,000	26,000	30,000
North Dakota	4.3	5.0	6.0	3,342,000	2,055,000	3,948,000
South Dakota	4.2	8.0	6.7	959,000	1,296,000	1,889,000
Nebraska	5.5	6.0	10.0	38,000	6,000	20,000
Kansas	5.9	7.9	9.0	280,000	735,000	1,170,000
Texas	..	11.5	6.0	.....	207,000	174,000
Montana	3.6	4.5	7.0	495,000	562,000	945,000
Idaho	..	8.5	8.0	.....	85,000	40,000
Arizona	..	22.0	22.0	.....	110,000	264,000
Washington	..	11.0	9.5	.....	99,000	66,000
Oregon	..	9.5	8.0	.....	57,000	40,000
California	17.3	16.0	21.0	549,000	1,728,000	2,814,000
United States	6.0	8.9	9.7	10,846,000	20,330,000	30,629,000

Obituaries

John Anderson

The passing of John Anderson at his home in Brooklyn, N. Y., October 4, removed from the American chemical industry one of its highest-regarded personages.

Mr. Anderson entered the employ of Charles Pfizer & Co., as a boy sixty-seven years ago. His advancement with the company was rapid and his direction of its affairs com-



John Anderson

manded the respect of the industry as a whole, not only in the United States but in all parts of the world and placed his company high on the scroll of American chemical achievement. He was a man of broad and human understanding, of deep and abiding loyalty to those in his employ and to those who shared with him the responsibilities of executive administration. Eighty-three years of age at the time of his death, Mr. Anderson had served all but sixteen of them with the Pfizer Company.

John Anderson was born December 4, 1857, the son of Robert and Minnie Anderson. Many of his admirable characteristics he attributed to the Scotch ancestry of his father and to the Danish strain derived from his mother, whose father was one of the leading ship-owners of Denmark. Like many of America's business leaders, Mr. Anderson's formal schooling was short. In 1873 at the age of 16 be obtained employment as an office boy with the Pfizer Company. His talent for salesmanship must have developed quickly for it was not long before he was made city salesman and he continued this apprenticeship to executive leadership until in 1882 when he was placed in charge of the company's Chicago branch. Ten years in Chicago proved to be but the prolog for his return to New York where in 1892 he became manager. His execution of his new duties revealed a high capacity for intelligent, shrewd, and far-sighted direction of his company's affairs. The company was incorporated in 1900, at which time Mr. Anderson became secretary-treasurer and was elected a director, and in January, 1914, became chairman of the board.

The fiftieth year of his service with the Pfizer company was celebrated fittingly by his co-workers who on June 23, 1923, surprised him with a dinner at the Union Club, this city. The quiet modesty of the man was never more apparent than on that occasion. Deeply moved by the honor paid him, Mr. Anderson attributed the success of the company to the loyal cooperation and work of the entire organization.

Mr. Anderson married Miss Augusta C. Stevenson in Brooklyn on February 21, 1884, and from the union came a son, George A. Anderson, who is vice-president of the company and who in 1936 celebrated twenty-five years of service with the Pfizer organization.

Mr. Anderson was a director of the Metropolitan Life Insurance Company, the American Surety Company, the Philip Carey Manufacturing Company, the Tubize Artificial Silk Company and the Union Dime & Savings Bank. He was a member of the advisory committee of the Chase National Bank, this city, the Chamber of Commerce of the State of New York, the New York Board of Trade, the Merchants Association, and many others. He was a member of the Nassau Country Club, and a governor of the Drug and Chemical Club of New York.

In 1929, Mr. Anderson was made the chairman of the executive committee. In 1935 he relinquished his personal direction of the company but continued as executive committee chairman to the time of his death. Although he had passed the direction of company affairs to others, at all times during the past five years, Mr. Anderson gave fully of his advice and wisdom. Mr. Anderson's integrity and fair dealing were among his outstanding characteristics. Those charged with making the future of the house of Pfizer as brilliant as the past will know how the sane and sage judgment, the unselfish devotion and the unswerving loyalty of Mr. Anderson will be missed.

His funeral held at the Church of the Good Shepherd, Brooklyn, N. Y., on Monday last, was largely attended by his business associates and friends.

Stewart N. Rhue

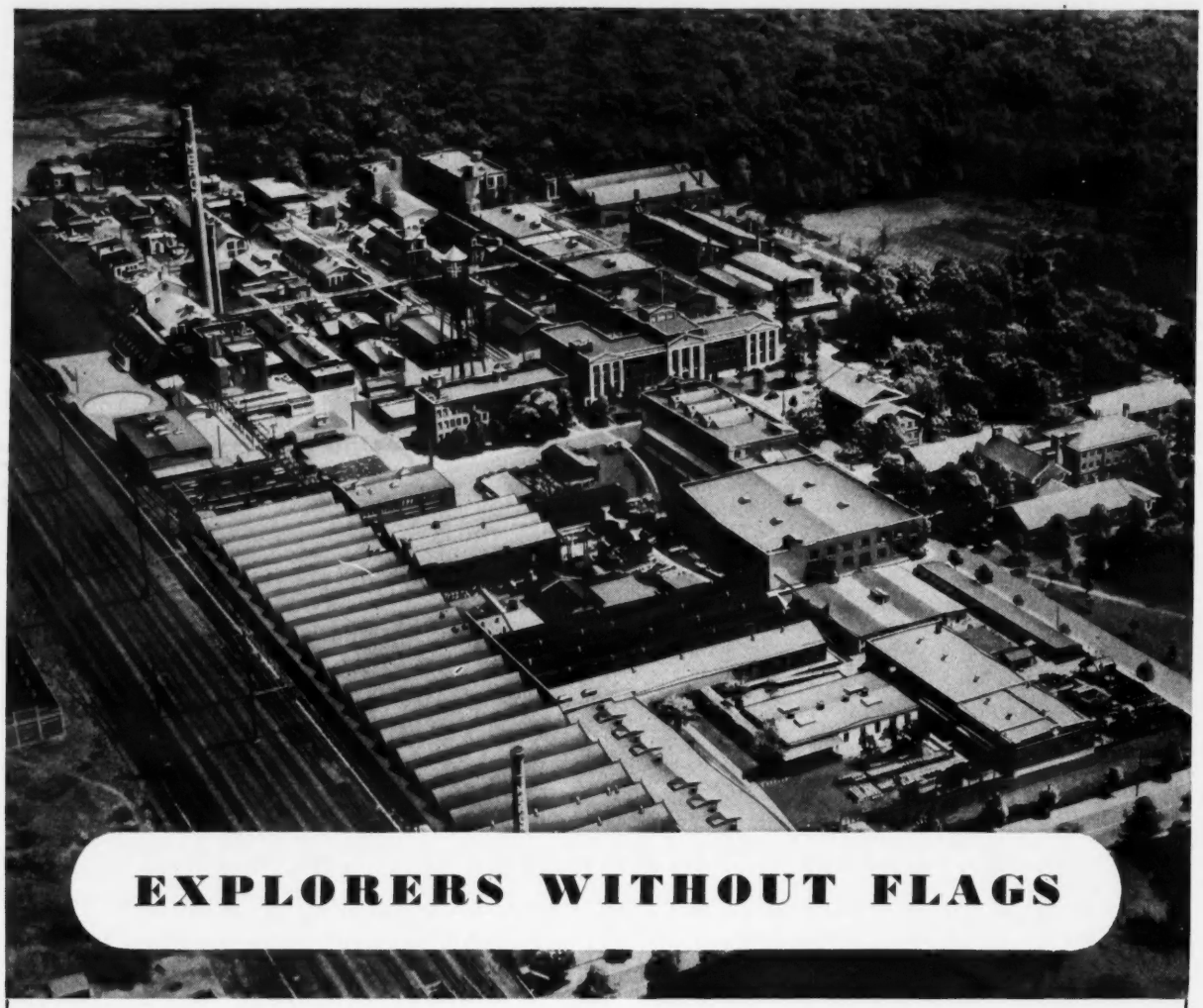
Stewart N. Rhue, assistant director of the Milwaukee division of the Pittsburgh Plate Glass Company, died recently in Waukesha, Wis., from injuries received in an automobile collision. He was forty-seven years old.

A graduate of Penn State, Mr. Rhue had been with the glass company for twenty years in the Milwaukee paint and varnish division. He was recently named to take over the management of the paint and varnish plant being built by the company in Houston, Tex.

Ralph L. Paddock, retired mining engineer, died today at Mount Kisco, N. Y., after a brief illness. He was sixty-four years old.

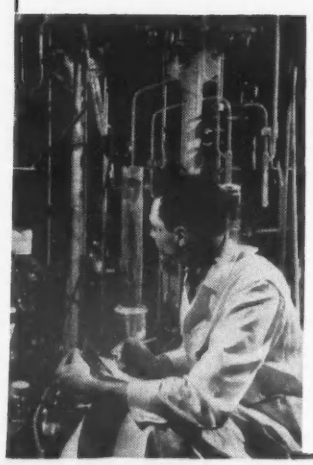
—Continued on page 82

A Guaranty of MERCK Purity & Reliability



EXPLORERS WITHOUT FLAGS

Explorers of new lands may herald their exploits by the planting of flags. But explorers of modern chemistry must measure their achievements by the confidence won and kept in the professions and industries they serve.



The high recognition accorded to Merck Chemicals throughout America is its own proof of how well the House of Merck has kept faith with those whom it serves. Today, nearly 3,000 products are supplied to various branches of industry, to laboratories, physicians, dentists, veterinarians, pharmacists, chemists, and the general public.

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MERCK

FINE CHEMICALS FOR THE PROFESSIONS AND INDUSTRY SINCE

* 1818 *

Drugs, Fine Chemicals

Hard Mercurials Decline — Movement Reflects Decreased Raw Material Cost — Menthol Shaded — Resublimed Iodine and Potash Iodide Steady After Sharp Drop—Trade Normal

Manufacturers of hard mercurials announced substantial reductions in those derivatives of quicksilver last week. The declines in price became effective October 8. Soft mercurials were easier but no lower. Potash iodide and resublimed iodine seemed steadier at the reductions which was severe in the closing hours of the previous trading period. Menthol was more competitive and sold at lower levels. Japanese camphor was down sharply for shipment.

Such were the outstanding price positions and developments during the period under review. Taking the drug and fine chemical market as a whole, there seemed to be a deal of price stability dominant on most major commodities. Special strength governed all crude tartar derivatives and the future seemed to hold no promise of any early easing of a definitely strong position.

Demand for industrial alcohol proved ample on the basis of the slightly higher schedule setup in the previous period. Quinine came in for normal and entirely seasonal activity in a very firm market. Other seasonal items moved in good volume at firm to stronger prices. Citric acid and the citrates displayed complete price stability. The recent guarantee against any price rise for a year has created confidence in consumers whose activity last week was entirely normal.

Price Changes

Advanced

None

Reduced

Calomel, 25c. per lb.
Camphor, Japanese, shipment, 12c. per lb.
Corrosive sublimate, 20c. per lb.
Iodine, resublimed, 40c. per lb.
Menthol, 10c. per lb.
Potash iodide, 25c. per lb.
Red precipitate, 30c. per lb.
White precipitate, 20c. per lb.

Comparative Values

Index numbers compiled from thirty-five typical drugs and fine chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
202.5	**204.6**	**204.4**	**195.6**

Market news that may have developed after this report was sent to press will be found on page 4.

Acetanilide.—Firm. Demand steady. Full maintenance of prices.

Acetophenetidin. — Well stabilized. Plentiful stocks.

Acid, Boric.—Movement steady. Deliveries fully prompt.

Acid, Citric.—Sales on seasonal basis. Stabilized market.

Acid, Fumaric. — Fair movement. Volume equal to recent sales.

Acid, Gluconic. — Interest expands moderately. Steady prices.

Acid, Hydrobromic. — Steady. Demand routine. Quotations hold.

Acid, Hypophosphorous. — Demand and prices fully stabilized.

Acid, Lactic.—Call for U.S.P. very steady. Deliveries in good volume.

Acid, Mandelic. — Interest normal. Sales at recent volume.

Acid, Nicotinic. — No unusual demand. Very steady selling at firm prices.

Acid, Phosphoric.—Normal quantities moving. Stabilized prices.

Acid, Pyrogallic.—Steady. Demand routine. Prices steady.

Acid, Tannic. — Demand normal. Stocks moderate. Quotations hold.

Acid, Tartaric.—Unchanged in basic strength. In excellent call.

Agar.—Far East situation may affect future stocks. Prices firm.

Alcohol.—Movement good. Deliveries of completely denatured in fine volume. Requirements well protected. Special formulas in normal request. Prices fully maintained at recent rise.

Aloin.—Firm prices. Moderate demand. Raw material holds.

Ammonia Benzoate.—Moving well and normally. Firm market.

Ammonia, Chloride.—Seasonal gains in sales. Full price maintenance.

Ammonia Citrate.—Selling normally at completely stable prices.

Ammonia Salicylate.—Steady prices. Quiet demand.

Antipyrene.—Sales in good volume. Undertones very steady.

Apomorphine.—Moderate stocks. All needs covered promptly.

Atropine.—Offerings meeting consuming demand. No large supply.

Berberine. — Reserves conservative. Needs filled. Prices hold.

Bismuth Metal and Salts.—Demand lacks new feature. Call steady.

Borax.—Consumption reaching good volume. Stabilized prices and requirements.

Bromine and Bromides.—Full price schedule maintained. Normal call.

Bromoform. — Apparently steady. Immediate needs make bulk of demand.

Cadmium.—Full maintenance of all schedules. Demand holds steady.

Caffeine.—Strong market. Stocks moderate. Home needs being met.

Calcium Glycerophosphate. — Demand creates firm, stable market.

Calcium Sulphocarbolate. — Normal transactions keep prices steady.

Calomel.—Reduced 25c. to base of $2.70 per pound. Follows raw material price drops.

Camphor. — Japanese cables drop from 77c. per pound, c.i.f. New York, to 65c., same basis. Makes replacement sharply below spot quotations. No buying on the decline.

Castor Oil.—No further price drop. Routine transactions.

CHICAGO, Oct. 9.—Castor oil prices are:—Cold pressed, U.S.P., barrels, car lots, 10⅝c. per pound; barrels, less than car lots, 11⅜c.; returnable drums, car lots, 10⅜c.; drums, less than car lots, 11⅛c.; tanks, 9⅞c.; extracted, No. 3, barrels, car lots, 10⅛c.; barrels, less than car lots, 10⅞c.; returnable drums, car lots, 9⅞c.; drums, less than car lots, 10⅝c.; tanks, 9⅜c.

Chloral Hydrate.—Demand conventional, but satisfactory.

Chloroform. — Technical requirements met fully from ample supply. U.S.P. needs readily covered. Stabilized prices rule.

Cocoa Butter. — Firmer undertone continued. Advance not extended.

Codliver Oil.—Stocks equal to current consumption. Scarcity may develop later.

Corrosive Sublimate. — Prices reduced 20c. per pound to base of $2.04 on quantities. Follows raw material trend.

Cream of Tartar.—Normal market activity at strong prices.

Current prices on drugs and fine chemicals are given in the alphabetical list of prices beginning on page 7

Association meetings:—
DCAT outing, Oct. 18-19, Skytop.
Pest Control Association, Oct. 28-30, Indianapolis.
Pharmaceutical Mfgers. Ass'n, Dec. 9-10, Washington, D. C.

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PRODUCTS CORPORATION
(formerly) MARINE CHEMICALS COMPANY
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MAGNESIUM SALTS
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ST. LOUIS OFFICE: G. S. Robins & Co. 126 Chouteau Ave.

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VITAMIN PRODUCTS
FISH LIVER OILS
ATLANTIC COAST FISHERIES CORP. OF N. Y.
111 JOHN STREET, NEW YORK, N. Y.

U. S. P. and TECHNICAL
CHLOROFORM
Prices on Request
CHAPLAIN & BIBBO, Inc., 110 Washington Street, New York

AMMONIUM CHLORIDE U. S. P.
AMMONIUM SULPHATE PURIFIED
POTASSIUM CHLORIDE N. F.
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NATIONAL MILK SUGAR COMPANY
Division of The Borden Company
350 MADISON AVENUE NEW YORK, N. Y.

Creosote.—U.S.P. article in seasonal need and demand. Firm quotations.

Emetine Hydrochloride. — Offerings mainly in small lots. Demand inactive.

Ephedrine. — Entire group priced low. Competition keen. Seasonal consumption expanding.

Epsom Salt.—Conventional demand maintains entirely stable prices.

Eserine. — Little surplus supply. Firm to strong prices.

Formaldehyde.—Consumption gains moderately. Development normal.

Glycerine. — Demand steady. No shortage in stocks. Firm maintenance of official price schedules. No shading of values by second-hands.

CHICAGO, Oct. 9.—Glycerin steady. Prices are:—Chemically pure, 12¼c. per pound, tanks; 12½c. drums, car lots; 13c., drums, less than car lots; high gravity, 11¾c. per pound, tanks; 12c., drums, car lots; 12½c., drums, less than car lots.

Iodine.—Suppliers hold unchanged prices on crude. Resublimed item at reduction made late in previous week.

Iodoform.—Unchanged. Apparently steady. Demand conventional.

Magnesia.—Consumer needs ample and keep shipments active. Prices steady.

Menthol.—Lower at $3.45 to $3.55 per pound for Japanese article. Market competitive.

Mercurial Ointment. — Unchanged. Quiet demand.

Mercurials.—White precipitate down 20c. to basis of $2.54 per pound. Red precipitate, off 30c. to $3.06. Movement results from cheaper raw material.

Mercury and Chalk.—Routine activity at unchanged quotations.

Methanol. — Trade reaches recent volume. Very steady position. Sales of antifreeze item gaining. Monthly statistics production of crude and synthetic methanol, almost the entire output of commodities in the United States, released by Director William L. Austin, Bureau of Census, Department of Commerce, follow:—

Production

	Gallons			
	1940		1939	
	*Synthetic.	Crude.	*Synthetic.	Crude.
Jan..	3,452,677	457,271	2,462,884	351,814
Feb..	3,782,402	446,815	2,267,339	336,157
Mar..	3,462,946	506,937	2,406,564	364,500
Apr..	3,486,233	441,888	2,276,385	389,423
May..	3,408,517	436,883	1,778,581	354,415
June.	3,426,100	425,578	2,295,288	343,992
July.	3,851,669	390,004	2,495,394	377,755
T't'ls.	24,870,544	3,105,376	15,982,435	2,518,076

* The refined equivalent would be approximately 82 percent of the crude production.

Wood Carbonized

	Cords	
	1940.	1939.
January	44,323	63,353
February	44,927	31,715
March	47,781	35,301
April	44,617	36,176
May	45,667	33,857
June	42,961	35,592
July	41,634	33,353
Totals	311,910	242,043

Phenolphthalein.—Normal activity. Very steady undertones. Deliveries prompt.

Potash Acetate.—U.S.P. steady to firm under reasonable activity.

Potash Citrate.—Normal demand. Sellers confidence increased by guarantees against price rise over next year.

Potash Iodide.—Competition broke price to $1.20 per pound late in previous period.

Quicksilver.—Relatively quiet on spot. Offered and sold at $170 per pound. Recently stolen metal recovered.

SAN FRANCISCO, October 9.—Quicksilver steady. Moderate buying. Some report spot situation trifle easier. No difficulty making deliveries of moderate sized parcels. Domestic production adequate to fill consumption. Report of large sale to Government still persists. Metal quoted $170 per flask, f.o.b. San Francisco. Could be shaded slightly.

Quinine.—Firm. Demand routine but up to normal. Sellers expect early difficulty in supplying consumption needs.

Red Precipitate.—Down 20c. to $3.06 per pound, the result of lower cost of quicksilver in recent weeks.

Silver Nitrate. — The schedule of prices since the last report prevailed as follows, covering quantities of 100 ounces; small lots from 1c. to 2c. more per ounce, and quantities of 500 ounces are quoted at about 1c. less. Comparison of prices of bullion in New York and London is also provided:—

	Per ounce		
		Bullion	
	Nitrate. Cents.	New York. Cents.	London. Pence.
Saturday	26⅞	34¾	23 7/16
Monday	26⅞	34¾	23 7/16
Tuesday	26⅞	34¾	25 7/16
Wednesday	26⅞	34¾	23 7/16
Thursday	26⅞	34¾	23⅜
Friday	26⅞	34¾	..
Friday	26⅞	34¾	23 7/16

White Precipitate.—Reduced 20c, making market $2.54 per pound. Decline reflects cheaper raw material of late.

Berk's Mercury Recovered

The equivalent of 117 flasks of quicksilver, part of the 126 flask equivalent stolen September 7 from F. W. Berk & Co. plant at Wood Ridge, N. J., was recovered by police October 7 in a truck entering the Jersey side of the Holland tunnel. Market value of the recovered mercury was estimated at $22,000.

Proprietary Medicine Exports Reported for August

Proprietary medicines exported from the United States during August have been tabulated by the Bureau of Foreign and Domestic Commerce. The value of the various classes of products exported in August was as follows:—

Classification.	Value.
Mouth washes and gargles	$23,582
Corn and foot remedies	4,390
Plasters	27,464
Liniments	6,883
Salves for burns, cuts and skin diseases	24,950
Salves for coughs, colds and catarrh.	34,402
Cold, cough and bronchial preparations	32,840
Catarrh, asthma, and hay fever preparations	17,018
Malaria and chill preparations	21,046
Tonics and blood purifiers	158,917
Laxatives and purgatives	60,493
Milk of magnesia	22,113
Digestive preparations	11,084
Headache, neuralgia, and pain remedies	112,664
Other proprietary medicinals	147,888

Walgreen & Co., chain drug store operator, Chicago, sales for September amounted to $6,129,273, against $6,030,623 in the same month a year ago.

Merck & Co. Receives Mail Advertising Award

The board of judges of the Direct Mail Advertising Association has selected Merck & Co., manufacturing chemists, Rahway, N. J., as one of the fifty direct mail leaders of 1940, according to Douglas Wakefield Coutlee, director of advertising for the company. The award was made on the basis of outstanding direct mail literature employed in the professional promotion of several Merck medical products. The *Merck Report*, a magazine for physicians and pharmacists, and edited by Mr. Coutlee, was also included in the winning presentation. This is the third successive year that Merck & Co. has received the direct mail advertising award.

Miller Drug Company, Rochester, N. Y., has been ordered by the Federal court there, on petition of the Federal Trade Commission, to cease misrepresentive advertising of its reducing medicines.

40 YEARS

of successful experience in making every type of collapsible tubes, plain or decorated, in sizes up to One Quart. STANDARD Tubes are known everywhere for their uniformly great toughness and strength. Regular or special Openings, Necks or other devices designed to facilitate application of products packaged in tubes or small cans. Catalog, samples and prices on request.

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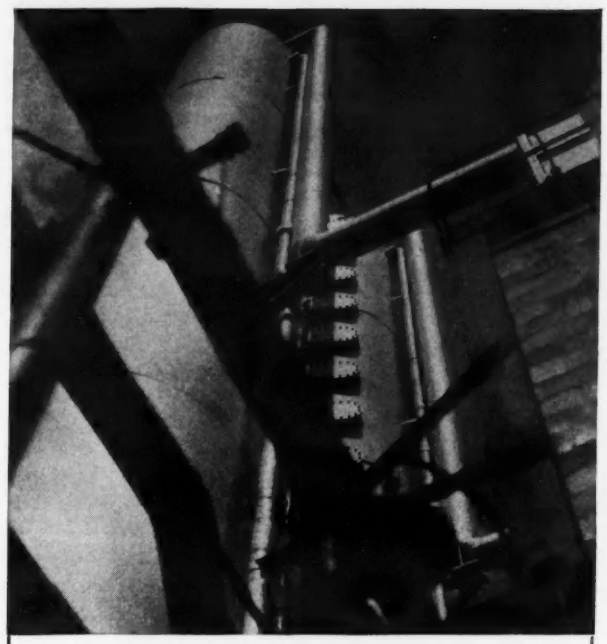

Control of quality begins for Calco Bulk Pharmaceuticals with the production of basic "raw" materials in especially designed equipment such as this light oil refining plant at Bound Brook.

● Unified responsibility for quality at every step in production—assurance of adequate supplies through high normal capacity—are obvious advantages of looking to basic source such as Calco for your bulk pharmaceutical requirements.

Nicotinic Acid U. S. P.
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Cinchophen NF
Glutamic Acid HCL
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Mandelic Acid U. S. P.
Nicotinic Acid Amide
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ELI LILLY AND COMPANY

PRINCIPAL OFFICES AND LABORATORIES, INDIANAPOLIS, INDIANA, U. S. A.

National Wholesale Druggists' Association

Sixty-Sixth Regular Meeting

White Sulphur Springs, W.Va., September 28 to October 2, 1940

The National Wholesale Druggists Association had a big gathering (982 persons were registered) for its sixty-sixth annual meeting September 28 to October 2 in White Sulphur Springs, W. Va.

The convention set a record also in the quality of the matter laid before it in reports and addresses. In large part the business objective of the meeting was the improvement of the

George V. Doerr
Retiring N.W.D.A. President

wholesaler's services for the retail druggist and for the manufacturer of drug-store goods. This objective is to be furthered by study among the individual members as advised by the president, George V. Doerr, and endorsed by the board of control in its report presented by Chairman Lee Wilson Hutchins.

In the same formal manner the convention pledged the association to the objectives of national defense in the adoption of the following resolution:—

Whereas, the drug industry has always in times of stress voluntarily offered all of the resources at its command to aid the common good; and

Whereas, the National Wholesale Druggists Association, in convention assembled, is conscious of the solemn duty of all patriotic citizens during these trying times; now therefore be it

Resolved: That the National Wholesale Druggists Association hereby offers to do all in its power to cooperate in the national defense, and to that end pledges its resources and personnel in attaining the desired result; and be it further

Resolved: That the National Wholesale Druggists Association urges its members to guarantee to re-employ those of their employees who may serve their country as volunteers as well as those of their employees whose re-employment is provided for by law; and be it further

Resolved: That the secretary of this association be instructed to transmit a copy of these resolutions to the proper governmental agencies.

Official Summation

It is the custom of the National Wholesale Druggists Association to have its board of control sum up the points of the annual meeting and set down the aims for the ensuing year.

In this year's meeting the board performed its duty in the following report through Chairman Hutchins (certain matters therein commented upon are presented in greater detail on subsequent pages):—

The board of control has vested in me, as its chairman, the responsibility of reporting at this last business session, not only upon the program and activities of this particular annual meeting, but also on the work of our various standing committees throughout the entire year which has just passed. This report will include, in many instances, specific recommendations for which I shall ask, at the end of the report, for the affirmative vote of this meeting.

Address of President

The first of your chairman's pleasant duties is to ask that each of our members study the address of President Doerr which was presented at the opening session of this convention. In this particular, as always, President Doerr has done a grand job. This thoughtful and thought-provoking address contains four recommendations which your board of control desires to call to the attention of our members.

First, that the association establish a public relations committee.

Secondly, that the association, through its members, actively interest itself in vocational training for retail druggists and retail drug clerks.

Third, that the association, through its members, interest itself in working out some plan of loans and scholarships for deserving pharmacy students.

Fourth, that the association, through its members, continue to urge that there be more commercial training courses for pharmacy students in our schools of pharmacy. We ask the serious study of these recommendations by our members.

President Doerr made a fifth recommendation in his address which your board of control believes should be presented to this convention as a formal resolution (see above).

Special Addresses

President Doerr and Executive Secretary Newcomb have produced for this convention one of its finest business programs, including a wealth of talent drawn from many fields of endeavor. Our association is honored by the presence of these speakers, namely: Mr. Henning W. Prentis, jr., the Hon. Ewin L. Davis, Mr. Elmer Wheeler, Dean Robert C. Wilson, Dr. H. C. Nolen, Mr. John Albright, Mr. Arthur C. Nielsen. We urge our members to give all of these addresses further study as they may appear either in the annual proceedings of this convention, or as special reprints.

We desire to give recognition to Mr. John W. McPherrin who has introduced a new procedure in the conduct of our business sessions, represented by a dramatization of essential facts.

Also, due recognition should go to those who collaborated with Mr. McPherrin so successfully, namely: Messrs. Harold B. Thomas, Joseph Shine, Herman L. Brooks, Adam H. Fiske, J. P. Spang, jr., Leo Nejelski.

Our association is also honored by the presence at this meeting of many delegates from other associations and special guests. We appreciate their attendance.

Report of the Executive Vice-President

Your board of control requests that the report of the executive vice-president, Dr. E. L. Newcomb, be carefully read, and that his special contribution entitled "Fair, Lawful and Equitable Distribution" be distributed to our members not only as a part of the annual proceedings of this meeting, but also as a special reprint.

Trade Promotion

This committee has been exceedingly active under the Chairmanship of Mr. H. W. Adkins. They have developed material which should have the careful study of our members, and we commend the report of this committee to your attention.

Distribution of Proprietaries

Chairman Caruso has devoted an untold amount of time to the activities of this committee, and has been ably supported by the other members. He has contributed personally, and through his committee, substantially to the successful efforts of our New York office in the last year, in studying and solving many problems of distribution. The committee is to be commended for its work.

Employer and Employee Relations

The word, "security," is on every tongue, and Chairman Charles Doerr and his committee have prepared a report which is really an outline of the opportunities for thinking employers to provide security for their employees with the cooperation of the employees themselves. Many of our members have parts of this program in actual operation, and the board of control recommends the serious study of this report, looking toward the extension of such activities as helpful in furthering proper relations between employers and employees.

Credits and Collections

Too often the members who attend our annual meetings are not particularly interested in the detail and activities of their own credit departments, except as, on occasion, they may be brought to their attention in some painful and forceful way. Your board of control asks that the head of the house not only study this report of the committee on credits and collections, as prepared by Chairman Grant R. Graham, but make it available to his own credit man so that it may be a matter of constructive discussion between them. This is the practical method by which this report and the activities of this committee may demonstrate their value.

Manufacturers' Committee

Chairman Arthur B. Hill has headed a committee which, as always, has functioned smoothly and has been of great assistance in the development of our program of this last year. We recommend for your serious study the report of this committee which, in this instance, is on the subject of selective distribution. Your board asks a vote of appreciation to Chairman Hill and the members of his committee.

Legislation

As we all know, this has been a legislative year, and Chairman Loring has fulfilled his responsibilities nobly. This committee is an important one, and its proper activities require almost the everyday attention of its chairman and members. The board of control owes a debt of gratitude to Mr. Loring and his committee.

Marketing Statistics

There has been presented to this meeting a preliminary report of this committee under the direction of Chairman Verne V. Barnes. A fuller report will be available within the next few weeks, and your board of control recommends that

N.W.D.A. 1940-41 Official Family

President, P. A. Hayes, of the Justice Drug Company, Greensboro, N. C.

First vice-president, Al. B. Benson, of McKesson & Robbins, Inc., Buffalo Division, Buffalo, N. Y.

Second vice-president, C. O. Mueller, of the Mooney-Mueller-Ward Company, Indianapolis.

Third vice-president, J. D. Crump, of McKesson & Robbins, Inc., Riley Division, Macon, Ga.

Fourth vice-president, J. W. Roberts, of the Henry B. Gilpin Company, Norfolk, Va.

Fifth vice-president, J. C. Anderson, of McKesson & Robbins, Inc., Stewart-Holmes & Blumauer-Frank Division, Seattle, Wash.

Executive vice-president and secretary, E. L. Newcomb, 330 West Forty-second street, New York.

Treasurer, Manufacturers Trust Company, New York.

Chairman of board of control, Lee W. Hutchins, of the Hazeltine & Perkins Drug Company, Grand Rapids, Mich.

Other members of board of control, 1941 group, Allan D. Berry, of McKesson & Robbins, Inc., Berry-Martin Division, Nashville, Tenn.; Henry Michaels, of McKesson & Robbins, Inc., New York; E. P. Schrader, of the Meyer Brothers Drug Company, St. Louis; 1942 group, L. I. Fitschen, of the Alexander Drug Company, Oklahoma City; George Van Gorder, of McKesson & Robbins, Inc., Boston; R. L. Hanson, of McKesson & Robbins, Inc., Providence Division, Providence, R. I.; C. D. Smith, of the Smith-Faus Drug Company, Salt Lake City; 1943 group, W. R. James, of Towns & James, Brooklyn; F. M. Truett, of the Southwestern Drug Corporation, Dallas; J. H. Parke, of McKesson & Robbins, Inc., Langley-Michaels Division, San Francisco.

The New President

Pearly A. Hayes, the new president of the National Wholesale Druggists Association, is, has been, and was originally a North Carolinian. He was born in Randolph county in that State December 20, 1882, and he is now president of the Justice Drug Company, Greensboro.

At the time of his birth Mr. Hayes's parents—E. P. and Mary Peeler Hayes—resided in Randleman. The boy started his schooling there and in 1900 entered Guilford College, Greensboro, from which he later was graduated.

He started in the drug business November 1, 1903, as order clerk for the L. Richardson Drug Company, Greensboro, at a salary of $25 a month. Two months later he was given a job on the road as salesman for the same company at a salary of $30 a month and expenses. In 1905 L. Richardson sold his interest in the L. Richardson Drug Company to give his entire attention to the Vicks line, and R. L. Justice purchased Mr. Richardson's interest. The name was then changed to Justice Drug Company. Mr. Hayes remained with R. L. Justice and the Justice Drug Company, and following the retirement of Mr. Justice as president at the end of 1920, after he had disposed of his interest in the company, Mr. Hayes was elected president and general manager by the board of directors January 1, 1921. About the same time he became treasurer of the Barbee-Hayes Company, wholesaler of tobacco and cigars, Greensboro.

Mr. Hayes and Miss Virginia Townsend were married December 31, 1913. They have two daughters, Virginia and Anne. Mr. Hayes is affiliated with the Methodist Episcopal Church South. He is a Mason and Shriner, and has been active in the affairs of the Rotary and

P. A. Hayes
New N.W.D.A. President

Commercial Travelers organizations. He spends his days off in shooting and fishing.

this full report be included in the proceedings of this annual meeting, although not actually presented at one of the business sessions.

Sales Management

There will be published very shortly volume I of a Sales Management Guide written by Dr. H. C. Nolen, of Ohio State University, and prepared for this convention under the chairmanship of Mr. Al. B. Benson. This has been the major project of this committee for the last year. This guide will require the careful study of all of our members, and your board of control is hopeful that it may be of such value that it will be only the first of two or three volumes on this general subject. The use of this Sales Management Guide by our active and associate members will demonstrate first of all its practical value, and secondly, the possible propriety of the association producing further material of this kind.

Insurance

Chairman Robinson and his committee have prepared another fine report. This is one of our most active committees, and your board of control wishes to say at this time that within a year we hope to be able to place in the hands of our members a complete syllabus on insurance matters which will be the result of literally years of effort on the part of Mr. Robinson and his committee. We recommend your serious consideration of this report, and of the syllabus itself when it is forthcoming.

Memorials

Your board wishes to express its appreciation of the presence this year of Mr. Harry J. Schnell, who, after an absence of several years, returned to make the report of this committee in person. It is a source of great satisfaction to have Mr. Schnell with us again in good health, and we ask that the association extend to him its heartfelt thanks, not only for the fine work done this year, but for his many years of faithful service.

Associate Membership

Your board recommends a vote of commendation to Chairman A. H. Fiske, of the associate membership committee, for his work in securing new members and in compiling information of value to our incoming associate membership committee.

Rates and Routes

Your committee on rates and routes, under the chairmanship of Robert B. Magnus, has again rendered excellent service, and we extend to him our sincere thanks.

Appreciation

Your board recommends to the association a unanimous vote of thanks to our entertainment committee under the able chairmanship of Mr. William G. Mennen. The work of the committee has been carried forward in a strenuous and prompt and efficient way, and we are grateful to all who have served so well. The efforts of this committee have made this meeting of the N.W.D.A. a most happy one and one to be long remembered. We also desire to express the appreciation of our membership to Miss Mildred Mennen, who has served so well as general chairman of the ladies committees. She has ably seconded the magnificent work done by her good father.

We believe we should give special mention to one committee which is not always properly recognized, and that is the committee on souvenirs under the chairmanship of Mr. John W. Vance. Mr. Vance and his associates, Messrs. G. D. Davis, F. H. Ewald, G. S. Furman, J. A. Huisking, H. J. Lehman, V. R. Littlefield, W. G. McMahon and William G. Mennen, jr., have labored far into the night to bring order out of chaos, and to provide an efficient handling of this whole problem. The men on this committee are hard workers, and they deserve the gratitude of our entire membership.

We desire at this time to express our deep appreciation for the generous contributions, both of entertainment and refreshment, by several of our associate members. This has added much to the pleasure and joy of all of us.

We want to give special mention to the committee on registrations, under the chairmanship of Mr. J. Wayne Luther. This is another committee which does a lot of work out of hours, and deserves a pat on the back.

The committees in charge of sports, under the chairmanship of Mr. W. R. Andler and Mr. William W. Huisking, have worked hard to make that part of the convention a grand success.

Your board also feels that it should recognize not only the activities of the publicity committee, but also the generous support and cooperation which have been accorded to this convention by the drug trade papers as represented by our complimentary members.

We all realize that the job of entertainment chairman is a twelve-month job, and Mr. Mennen, assisted by his advisory and finance committees, has worked continuously since the time of our last convention.

The board of control must certainly recognize the contribution which those who have been named specifically, as well as all others on the committees, have made to the success of this convention.

Your board of control also recommends that our association send a letter of appreciation to each of those who contributed souvenirs, merchandise or funds for this sixty-sixth annual meeting.

Your board recommends a vote of thanks and appreciation to the Greenbrier Hotel, Mr. L. R. Johnston and Mr. George D. O'Brien, for splendid cooperation in the efficient handling of a problem of total registrations far beyond our original anticipation.

All the board's recommendations were unanimously adopted by the convention.

Welcomed by Weiss

The association was welcomed to West Virginia again by Dr. William

Lee W. Hutchins
Chairman, N.W.D.A. Board of Control

E. Weiss, general manager of Sterling Products (Incorporated), who spoke as follows:—

Again it is my great pleasure and privilege to welcome you to West Virginia at this sixty-sixth annual convention of your association. I bring you also the greetings and best wishes of Governor Holt, who, as you remember, was with us last year, and I extend to you the hospitality of the entire State with its good roads, its many interesting historical spots, and its beautiful scenery, which combine to make it an ideal meeting place for both your serious work and your wholesome play.

Having delivered the address of welcome so many times on these pleasant occasions, I imagine that your program committee must have been at some difficulty to choose between me and the official weather forecaster this year. No doubt they decided once again to ask me because they thought the weather expert would be cold and scientific and impersonal toward your pleasure and comfort, whereas they knew that I was a lifelong friend of your association and its members and therefore I could be relied upon to predict only the most perfect weather for the entire period of the convention.

I have been predicting good weather for so many years that I hesitate to say that some of these days I might be wrong, and then I think I'll make a hurried departure.

In reviewing, briefly, the events of the past year we find that the drug industry, as a whole, has made good progress. Improved business conditions have benefitted some cities and some sections of the country more than others, but practically all parts of the continent have shared the improvement to some extent.

I refer, of course, to domestic business, for we are living in a rapidly changing world whose commerce has been violently disrupted by international complications.

Just what will be the outcome of the present international situation, we cannot yet predict, but the near term prospect for domestic business looks favorable for the drug industry in spite of the great difficulty of obtaining certain supplies that are necessary for the proper conduct of the business.

With respect to certain factors which affect the drug industry especially, we are pleased to see that all sections of the industry have been adjusting themselves to the new pure food and drug laws as rapidly as possible. When we consider the many thousands of items affected and the huge mass of detail involved, it is truly remarkable that the industry has been able to adapt its operations to the rapidly changing regulations with the little serious difficulty that has been experienced.

While the new Federal legislation now seems definitely stabilized and well on its way to being digested and assimilated, we still face the problem of further possible changes in state laws. Thus we shall all have to continue to be alert and diligent in the interest of common sense and fair play if we are to prevent serious damage or handicap to our business within certain State lines.

We face today an extended period of the heaviest taxation ever known in modern times. To meet it successfully we shall have to call upon every sound resource available to us in the efficient management and operation of our business. In times such as these, there must be no wastage either of manpower or money or goods. Fortunately the purchasing power of the nation will be greatly increased through our huge expenditures for armament and defense so that a good volume of business in practically all lines seems assured. Wherever there is a reasanable profit, it is not in keeping with the spirit of these times to further increase the spread between costs and selling price—nor would that be in the best interest of business in any event. We shall haye to protect our profit through better volume and increased efficiency—nothing less would be sound business policy, and nothing less would be patriotic.

Success in business, however, has never grown easier with advancing years. Greater complications and newer difficulties have arisen each year in the past.

So I am still an optimist. In spite of all the new problems I am convinced that we are entering upon a period of excellent business volume with equal opportunities for all who are alert and efficient and energetic. I thank God

Dr. William E. Weiss
Welcomer of N.W.D.A. Convention

that I am an American among fellow Americans where it is still possible to live, to let live, and to help our fellow citizens live amidst the freedom we all love and cherish.

In closing, may I extend to you a cordial invitation to hold your convention in this same spot again next year. Those of you who have been coming here from year to year, no doubt feel, as I do, that this is one of the garden spots of America and the Greenbrier furnishes an ideal setting for both work and play.

Among the many speakers that we will have during this convention, I extend a cordial invitation, I might mention that we are going to be honored this year by having Mr. Prentis, president of the manufacturers' association, with us, and I ask you all, if possible, to hear his address.

Governor Holt joins me in wishing for you the most pleasant and successful convention in the long and honorable history of your association. He invites you, one and all, to make yourselves at home in West Virginia and to visit some of the famous beauty spots of the State before you leave.

If Wheeling is on the way home for any of you when you return, I extend you a most hearty and cordial invitation to visit the plant of Sterling Products (Incorporated), and my home in that city, where Mrs. Weiss and I would be very glad to see any and all of you. In fact, if you all come, we will have another convention up there.

With best wishes to each and every one and hoping to be with you here again next year, I thank you.

President's Address

President George V. Doerr directed his official address to the topic, "Facing a New Decade." He said:—

We are starting another decade of the Twentieth Century and it seems a good time to pause to look back, and also to look ahead.

The next decade, however different it may prove to be from the one just ended, gives promise of matching it in turbulence and in uncertainty. Ten years ago we faced what we regarded as the most critical years of our long existence. But, despite the trying problems which confronted us, the National Wholesale Druggists' Association fought its way through the thirties to emerge in 1940 a healthier, more vigorous, and more aggressive organization than ever. We should be proud, indeed, of our record of service to the public, the retail druggists, and our own members.

As we look back over the past ten years—ten trying years which spelled disaster for many businesses—we can not help but be impressed with the bedrock soundness of the service wholesale druggists. I doubt if any other trade can point to as striking a record of sound growth through the depression-ridden thirties. To me, and I am sure to all of you, the record of the N.W.D.A. during this period is a source of great satisfaction. I am proud to have participated in the conduct of this organization. Of all the wholesale associations of which I am familiar, the N.W.D.A. has been contributing the most constructive service to its members. And, gentlemen, let us even better this record during the next ten years. We known that only through service to the membership can the organization continue to progress.

Rather than review the work of the association, a task which Dr. Newcomb will perform later, I am going to discuss briefly some of the new developments in the drug trade in the past ten years, some of the new problems which face us at present, a few new trends, and, lastly, I shall make certain recommendations which I should like to suggest to the membership.

In recent years our trade has seen conditions change due to economic evolution, new legislation, and a changing social consciousness. All of these have united to alter materially our business since the "roaring twenties."

During Past Decade

In the first few months of Roosevelt's administration the national industrial recovery act was passed. That act was the beginning of a number of regulations relating to the conduct of our trade, particularly those applying to hours of work. Fortunately we were not as greatly restricted as most other trades. It marked also a milestone in legislation affecting business in general as it gave public recognition to a change from our traditional point of view that competition should be unrestricted. The public has come to realize that its interests may be served more effectively by some curbs on unbridled competition.

Other Federal legislative developments have been the passage of the social security laws, new regulations relating to hours and wages, the Robinson-Patman act, the Wheeler-Lea amendment, changes in the Federal income tax laws—including the surplus profits tax, and the new food, drug, and cosmetic act.

Although our members have been vitally affected by Federal laws, perhaps the most spectacular legislation during the past few years has been that enacted by State law making bodies. To us the most important are those laws which we classify as fair trade and unfair trade practice acts. As you all know, these have done much to place the merchandising of drug product on a firm foundation by restricting or affording an opportunity to restrict predatory price-cutting and other unfair practices. It is my opinion that these laws will inaugurate a new era of progress for the distributive trades by enlarging the opportunities for the exercise of individual initiative in our nation.

The legislation that we have faced in recent years is but the manifestation of a marked change in our business life. We have been passing through a transitional period. The nation has modified its thinking relating to industry and trade.

Until recent years the people of this nation have struggled to maintain freedom of competition. However, we have come to realize that competition, too, can be bad. A strong undercurrent of thought has developed that unrestricted competition may not be the ultimate in virtue, and that some competitive practices, while not morally wrong, may be detrimental to business and to the public.

All of these things have led to a modification in our philosophy toward competition. While we still pay tribute to rugged individualism, while we still cling to the competitive ideal as the dominant force in our economic society, we are much more realistic in day-to-day practice. Consequently, the general feeling now is that competition must be regulated or restricted, just as monopolies must be either regulated or publicly owned and operated. That change in attitude is largely responsible for the avalanche of legislation of a restrictive nature since 1929.

Federal legislation of the restrictive type tends to foster similar activity by other lawmaking bodies. Legislation

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breeds legislation and one law usually leads to another. It therefore appears that in the future more, rather than less, governmental interference with or regulation and control of marketing is to be definitely expected.

Although many of us may object to what we regard as excessive governmental interference with business, we have to be realists and face conditions as they are and not as we wish they were. Therefore, we can look forward to more rather than fewer laws. Whether Willkie or Roosevelt occupies the White House in 1941, the trend toward closer regulation of trade will continue. It is possible that a change in the administration may slow down the tempo of governmental regulation, but it will not undo what the New Deal has done. In fact, gentlemen, it is not beyond the realm of possibility that the President of our association ten years hence may review the decade of the forties and say, "Oh, if we could only return to the thirties and the days when business had a relatively free hand."

All the developments during the past ten years have not been legislative even though at times we were inclined to feel that they must have been so. A number of vital merchandising changes have also occurred in our trade. As a result, in many instances, we have had to readjust our methods and ways of doing business to accommodate ourselves to new conditions. Among the merchandising developments which have taken place or which are now occurring are the handling of toiletries and drug items by variety stores; an increase of drug products sales by grocery stores; the development of super drug stores and a tendency toward self-service drug stores, particularly in the Far West; the wider use of open display in drug stores; the increased importance of chain drug stores; and last, but not least, the so-called consumer movement which has given considerable concern to many of us.

New Problems Facing Trade

Partly as a result of the developments of the past decade affecting our trade, partly as a result of developments which have extended over a longer period of time, and partly as a result of world political conditions, the members of the N.W.D.A. are facing many new and befuddling problems.

Undoubtedly the problem which is foremost in our minds at the moment is national defense—how we, as a group, can cooperate with the government and how the defense program will affect us.

First, what can we do to help our nation in these troubled times? There are some things which we can do. We can convey to the authorities at Washington our willingness to cooperate sincerely and whole-heartedly in national defense. Therefore, I offer the following concrete suggestions to the N.W.D.A.:

1. That we, as members of the National Wholesale Druggists' Association, notify the government that we stand ready to cooperate in a sincere manner with our government during this emergency.
2. That we agree to furnish our full quota of men for government service.
3. That we agree to take back into our employment men called for military service without loss of seniority.
4. We realize that a major factor in the success of any preparedness program is an intangible attitude of mind —a desire, a willingness, and a determination to see the nation through the crisis. We pledge our wholehearted effort to that end. The National Wholesale Druggists' Association stands ready to aid in the defense of our country to the extent of its resources and abilities.

Though we are entirely united in our desire to see our country armed for any emergency, as businessmen we must anticipate the resultant costs. I urge you to prepare the financial structure of your enterprises, as best you can, for this eventuality. It is inevitable that we are soon to face a tax burden which will dwarf past experience.

Although defense may appear to be our most immediate problem, we have several others which are almost as pressing. One problem which faces us today, has faced us in the past, and will continue to face us in the future unless we take definite steps to meet it, is that of lack of information. Distribution is becoming more complex daily and we are in dire need of more information to solve our problems. How can we act with intelligence unless we have facts and evidence upon which to base our decisions? There is, no doubt, a serious dearth of the right type of research in our trade. We have done much in the past few years through our cooperation with the Druggists' Research Bureau and through our various committees, but we have not undertaken sufficient distribution research. There is a vast store of information at our very door which we can make available if we will but apply ourselves to the task.

At the present time one subject which is receiving the careful attention of the association and some of our members is the investigation of the drug trade by the Department of Justice. Your association is giving every proper assistance to the Department of Justice. Great care has been exercised for many years to conduct the work of our organization within proper bounds. This investigation is therefore welcome and I feel confident that our association will come through with a clear record.

A final problem, and to me a pressing one, which we face is that of the education of pharmacists. This is a situation which has caused me a great deal of concern as it affects so vitally our welfare. Many of us feel that there is a lack of progressiveness in the education which our schools of pharmacy are giving their students. At the present time, very little attention is being given to commercial education. The curricula are filled with courses of study relating to pharmacy, yet if the graduate pharmacist is to be a success in the retail drug store he must be familiar with sound merchandising practices. We are face to face with a real problem—that of educating pharmacists and druggists to be better merchants. This is vitally important to us as we depend upon them to get our merchandise through to the consumer. The success of our business depends, to a large degree, on the skill which the retailer employs in conducting his store.

New Trends

In addition to the immediate problems which we face, a number of new trends are manifesting themselves. One new trend in our trade is the faster tempo at which business is conducted. One never knows what will take place next. Vitality in capsules and shaving with electricity typify the current intensity of competition in smart ideas. Perhaps the principal characteristic of modern drug merchandising is constant change. Therefore one of our major problems is distinctly that of being prepared to adapt ourselves to rapidly changing conditions.

Another important trend is the more extensive employment of aggressive selling. We are finding that profitable sales volume comes only with the application of real effort. Successful wholesalers are today selling merchandise not merely distributing it.

Recently we have come to recognize another significant trend and that is, the functioning of the wholesaler as a service partner for the retail druggist. Practically no well-informed person can seriously question the indispensability of a full service wholesaler to the retailer, or the value of the services which he renders. Moreover, many aggressive wholesalers have progressed beyond the mere supplying of buying and storage facilities for the merchant—they are now offering real merchandising help. Many are furnishing new ideas on store arrangement, fountain management, prescription department improvements, advertising promotions, displays, and accounting systems. The establishment of "merchandising bureaus" by wholesalers is both timely and sound. Retailers need the assistance and the wholesalers are the logical ones to give it.

Recommendations

As the retiring president of your association, I want to take this opportunity to make several recommendations which can be carried out with profit by members of the N.W.D.A.

My first recommendation is that the N.W.D.A. devote more of its resources to research in the areas pertinent to us. The day of trial and error merchandising is rapidly drawing to a close, and the age of scientific management is upon us. But scientific methods are based on facts —not on hunches—and to obtain these facts research is necessary. The value of investigations which we have already carried on has been demonstrated so conclusively that common sense dictates that we continue these studies and expand them to take in other phases of our business.

Specifically we need more information concerning distribution costs to both wholesalers and manufacturers. We need more intelligent analysis of customers, salesmen's territories, selling, orders, and handling costs. We need greater utilization of the Ostlund reports. We must engage in more selective distribution. And most of all—we need a deeper knowledge of the retailer and his problems. He is the most important individual in our trade, and we must comprehend thoroughly his problems to serve him constructively. Greater information in all these fields will lead directly to sounder managerial policies.

In addition to the study of the problems just mentioned, let us personally undertake some self appraisal. Let us study ourselves and ask if our own houses live up to the modern standards we are urging on our customers. We must seek ways and means of improving our own business.

Are we cooperating with the manufacturers who are cooperating with us? Are we taking a real interest in their products? Are we showing those producers that we are giving them real service—not merely putting their goods on our shelves?

While on the subject of cooperation with manufacturers, I desire to go on record regarding the subject of functional discounts to service wholesale druggists. On this topic I am confident that I express the sincere feeling of every active member of the N.W.D.A. and also a large group of the more progressive associate members. We feel that manufacturers should grant functional discounts in return for the services which we render.

At present many manufacturers expect service wholesalers to give distribution and selling effort, but they propose to pay only for distribution. This is unfair. Manufacturers should know that selling effort is costly, in fact, very

Al B. Benson
New First Vice-President, N.W.D.A.

costly. We wholesalers know from experience that our selling expenses are high, but we also know that the direct selling costs of the manufacturers are very much greater. I feel confident that the wholesalers would be very happy to give manufacturers selling effort at one-half of the manufacturers' present costs. Determine honestly your selling expenses in reaching all the druggists and then see if our 50-50 proposition isn't very much worth while.

My last group of recommendations relates to cooperative projects which we can all undertake together to further the interests of the trade.

First, I suggest that to promote better public relations for the drug trade, a public relations committee be appointed. This body should seek to develop a more sympathetic comprehension of our problems and services in the minds of the general public, consumer groups, schools, colleges, and legislatures. Our services are very real and vital and if we do not publicize them, no one else will.

A cooperative project which we can also participate in with profit is that of vocational training in drug retailing. I suggest that we take advantage of the Federal government George-Dean program to secure commercial training for those employed in the retail distribution of drug products. We can help provide teaching materials, we can help train instructors, and we can utilize our salesmen to organize classes. This is a real opportunity for us to utilize. I suggest that a committee be organized representing retailers, wholesalers, manufacturers, and educators to promote this project.

Another recommendation which I would like to offer is one designed to remedy in part the shortage of well-trained pharmacists. I suggest that the trade make available a number of loans and scholarships to deserving pharmacy students. These should be offered at schools of pharmacy which are scheduling courses in commercial subjects. A number of us have given this subject careful consideration and it has been suggested that a committee on pharmaceutical education be appointed to further this project. It is one which deserves the whole-hearted support of everyone who is sincerely interested in the welfare of the drug trade.

A final and particularly vital recommendation is that we make an earnest effort to influence all schools of pharmacy to give more commercial training to their students.

The changes in educational needs in America have probably been quite as great as the changes in business needs. But we have no pressure groups, no lobbyists haunting the halls of learning to induce them to alter their training programs. Therefore, it is the duty of each of us to see what we can do to influence the schools of pharmacy to offer more commercial subjects—courses in accounting, marketing, retail merchandising, drug store management, and courses dealing with the character and proper use of the innumerable new pharmaceutical specialties constantly being produced. Those of us who have given this subject careful thought have come to the conclusion that schools preparing retail pharmacists should devote at least 10 percent of the course credit hours to commercial topics as this is essential if the students are to be given a minimum basic knowledge of successful drug store operation. Let us all put our efforts to this task.

In conclusion, I wish to thank all fellow officers, the board of control, committee chairmen and members for their splendid support and cooperation. In particular, I wish to express my appreciation to our executive vice-president and secretary, Dr. E. L. Newcomb, who has devoted himself so unselfishly to the interests of the association. He is especially to be commended for the ability he has shown in filling a most difficult position. Were I Walter Winchell, I would say, "Orchids to you, Doc."

It has been a genuine pleasure to serve as your president and to have had the opportunity to confer with many members in their own areas. I value the honor which you have given me this year. I am deeply interested in the work of the N.W.D.A. and want to continue to contribute what I can to make ours the most progressive and helpful wholesale group in America.

The action of the board of control with respect to the president's recommendations is set forth above.

Tripod of Freedom

Introduced by R. D. Keim, of E. R. Squibb & Sons, as a business leader characterized in his own affairs and in those of the nation by forward thinking and constructive activities, Henning W. Prentis, jr., president of the Armstrong Cork Company and president of the National association of manufacturers, speaking on the subject, "The Tripod of Freedom," said:—

Before launching directly into my subject, "The Tripod of Freedom," it seems fitting and timely to comment briefly on the attitude of American industry toward the physical defense of our nation and its free institutions—the subject that is engrossing so much of our interest and attention in this crucial period in the world's history. After all, if our individual freedom in America does rest on sound philosophic and spiritual foundations, those foundations deserve every protective physical bulwark with which we can possibly surround them.

From every point of view— humanitarian, economic, and patriotic—we all have abundant reason to hate war. We want to keep the tide of it now lapping at our shores, from sweeping over this country, whether straight across the sea or indirectly from South and Central America. No tightening ring of superior power must be suffered to surround us; no lack of careful long-range planning must be permitted to weaken efficient measures of defense; no failure on our part to maintain that cool collectedness of mind and tongue and spirit that betokens a great nation calmly conscious of its true strength, must be allowed to bring the catastrophe of war to the peaceful shore of the Western Hemisphere.

Months ago, the National Association of Manufacturers in an official declaration stated:—

"American industry will do its part. Although it abhors wars and urges every possible effort compatible with national safety to keep out of war, American industry pledges its knowledge, its experience, and its productive genius to the tremendous task of national defense."

As to profiteering, the association has gone on record in these words:—

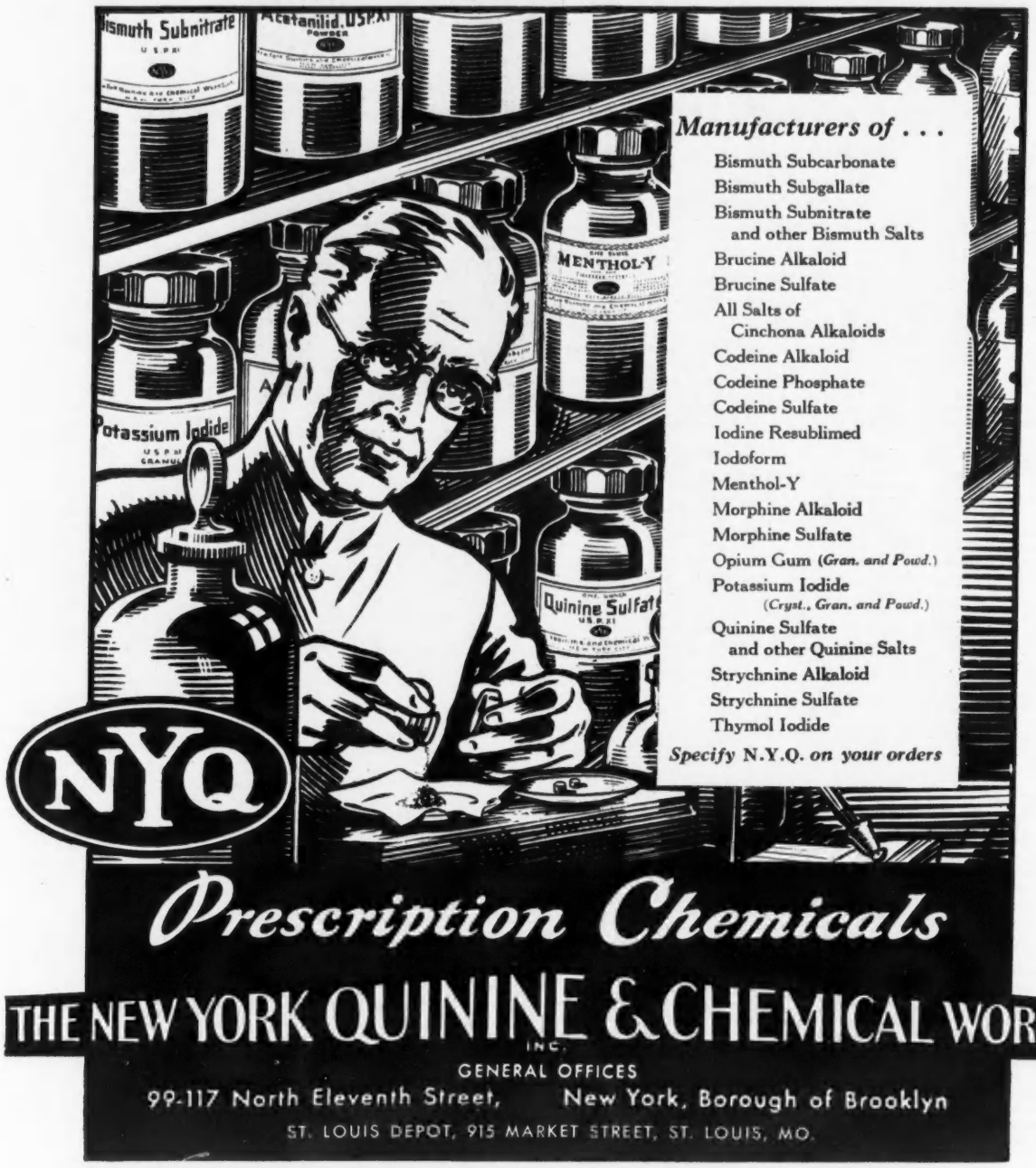
"The use of this crisis as an excuse to extort unjustifiable profits is not only indefensible and dangerous but morally reprehensible."

It has endorsed publicly and at the congressional hearings the plan of applying an excess profits tax to 1940 income, unsound though such a tax is under normal conditions. Certainly none of our economic groups has shown itself more willing and eager to do its full part to meet the requirements of our common safety.

Industry and Defense

"Conscription of industry" is a mouth-filling phrase we have heard from many sources. To satisfy those who find it a useful political slogan, an amendment aimed in that direction was added to the selective service act passed by Congress a few days ago. A similar law, still in effect, was enacted in 1916 when we were carrying on extensive military preparations; it was seldom if ever invoked. We doubt that it will be needed now. In general American industry cannot be conscripted, for it has already volunteered.

It was the genius of American engineers and the enterprise of American manufacturers that developed mass production. Just as we have used it with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amazing success for turning out huge quantities of goods at low cost for peacetime needs, so we can apply it—and will apply it—to the extraordinary needs of national defense. It is a colossal task, our part, but American industry, given a fair chance, is equal to it.

Industry has furnished some of its outstanding administrators and organizers to the work of the defense commission, including both present and former directors of the National Association of Manufacturers. These men have given up their own businesses, their private interests, to serve their country without compensation. Through them the nation is getting a job done as only experienced business men can do it.

Do people generally understand what they are doing? In a radio address two weeks ago, I mentioned some examples I gathered on a visit to Washington:—Locating in Turkey a quantity of tungsten needed for the manufacture of tanks, finding ships to transport it, and arranging fuel supplies for the ships themselves; searching for and finding in Indo-China several thousand tons of needed antimony; arranging for the securing of manganese from the interior of Brazil and for rebuilding the railroad facilities needed to move it. Every day these patriotic business men are handling problems of this kind which never reach the headlines but which are vital to the defense program.

You have heard the old rhyme which antedated even horse-and-buggy days and is traced back in English more than 300 years:—

For want of a nail the shoe was lost;
For want of a shoe the horse was lost;
For want of a horse the rider was lost.

This ancient proverb may be applied broadly and emphatically to our defense program. An airplane, a tank, a warship, and many another essential product requires the procurement of many materials, the separate manufacture of many parts and attachments, the transportation of all these to the places of assemblage; the designing and making of the special machines, tools, dies, jigs, and fixtures required for such manufacturing and, prior to all that, the building of the machine tools for making all this manufacturing equipment. If or when anything is lacking or is delayed, the whole process is checkmated. One small break anywhere in a power line is enough to shut off the power.

To eliminate bottlenecks, to expedite the defense program by introducing the effective methods of American private enterprise into government, the National Association of Manufacturers urges that the National Defense Advisory Commission be granted whatever authority it needs to standardize specifications; to coordinate the work of all bureaus or divisions related to national defense; to eliminate all bureaucratic exchange of formalities; and by pulling together the agencies that belong together, do the overall planning that will speed up procurement and production. The commission should have a chairman with definite responsibility and authority. Furthermore, the contracts it clears should be promptly approved by the duly constituted governmental authority, cutting through the "red tape" that normally attends government action.

As a nation we are diverting a substantial part of our industrial effort from peacetime purposes to goods for national defense. Unless we are all willing to work harder, that means inevitably a lower standard of living. We cannot eat our cake and have it, too. The changeover of our economic activities will not be easily or quickly accomplished. It involves change in our mental attitudes, in the emphasis of our every day life, and in the procedures of both government and industry.

Meeting the Cost

Three matters are of outstanding importance in this connection:—The cost of the defense program will be staggering—fifteen billions have been appropriated already. Annual maintenance costs of our great new military establishment will not be less than four or five billions against an average of a billion or so in years past. Taxes will be tremendous, and despite that, the Federal debt will shoot up like an antiaircraft shell. All taxes are paid ultimately out of the labor of the people. There is no other source. Hence we must insist on rigid economy in all the ordinary expenses of government—Federal, State, and local. We must encourage the investment of as much private capital as possible in defense production facilities to save public outlays. We must devise the wisest tax legislation we can so as to stimulate the greatest possible production of all sorts of peacetime goods. For industry must not only make munitions; it must also be the source of most of the tax revenues to pay for them.

After all, however, physical defense alone is not enough. The American people must rearm themselves, intellectually and spiritually; they must rededicate themselves to the institutions and the high principles they are preparing to defend; they must recognize that there is no substitute for personal sacrifice, toil, and devotion.

In that connection, I sometimes almost wish that for our national good we could by some miracle be forced to live for twenty-four hours here in America under the rule of a Hitler or a Stalin or a Mussolini—Newspapers censored; academic freedom gone; all teaching, except that in accord with the ideas of the dictator, suppressed; religious liberty vanished; concentration camps filled with political prisoners; our unemployed—sad as their lot may be—at forced labor under guard of soldiers with loaded rifles and fixed bayonets, as the tens of thousands that I saw three years ago working on canals and railways in Russia.

At the end of a day of such purgatory how quickly every patriotic American would be galvanized into action in defense of the principles of the American republic! How cheerfully he would devote his time and effort to preserving the precious values of freedom to which today he scarcely gives a fleeting thought!

It is a melancholy fact that man rarely appreciates his blessings until they are taken from him. Unfortunately the average American does not realize that his individual freedom rests on a tripartite foundation—a tripod, so to speak, one leg of which is representative democracy; the second, free private enterprise, and the third, civil and religious liberty. These three supports stand or fall together. Undermine any one leg of the tripod, and the whole structure of individual freedom soon collapses.

We Are a Republic

What form of government do we enjoy in the United States today? Nowadays, of course, men speak constantly of American democracy, although the word, "democracy," does not appear anywhere in either the Declaration of Independence or in the Constitution of the United States. If Julia Ward Howe had entitled her famous poem, "The Battle Hymn of the Democracy," our Civil War grandfathers would have been mystified. For a democracy is a form of government in which all important public questions are determined by the direct will of the current majority. Such government has never proved successful, as our forefathers knew. As James Madison said in the Federalist Papers:—

"Democracies have ever been spectacles of turbulence and contention and have ever been found incompatible with personal security and the right of property, and have in general been as short in their lives as they have been violent in their deaths."

So the founding fathers took great pains to set up a republic instead: in other words, a representative democracy, in which the expression of the popular will was everywhere cushioned by representatives rather than direct action; the three branches of government—legislative, executive, and judicial—made independent of each other; and the inalienable rights of the minority sedulously safeguarded by a written constitution.

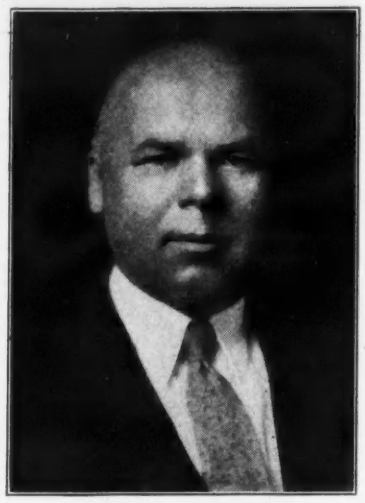
In recent years the very word, "democracy," has acquired such a favorable connotation in the public mind that collectivists are using it cleverly to cloak efforts intended to undermine the system of checks and balances and the distribution of powers between Federal, State, and local governments, that characterize the American republic. The primary, the initiative, the referendum, the recall, the delegation of sweeping powers to government commissions, the direct election of United States Senators, the concentration of power in the Federal government, efforts to pack the supreme court—all are steps that bring us closer and closer to the tyrannies of pure democracy. A profound French student of our American system, Tocqueville, pointed out a century ago that if our government failed, it would fail because of the inadequate protection it afforded minorities.

After all, there are only two kinds of government: one is based on coercion; the other on the free consent of the governed. The former is ages old; the latter is comparatively young. One rests on physical force; the other on the dignity of human personality. One crushes individuality; the other exalts it. In the first case the citizen exists for the state; in the second, the state exists for the citizen. The first holds that the mass mind is supreme; the other maintains that all just powers of government are derived from the consent of the governed. Under the latter concept, men are conceived of as sentient human beings endowed by a sovereign god with certain divine rights which cannot justly be taken from them through force but who voluntarily relinquish portions of such rights to government for the common good. The collectivistic system holds that the mass may rule as it sees fit by a majority vote. The other maintains with old John Adams that "the majority is as much to be feared as any monarch."

Freedom With Fairness

So much for the first leg of the tripod of freedom. How about the second—free private enterprise? That is, free private enterprise with reasonable umpiring on the part of government to insure fair play. When government, however, ceases to be merely an umpire and, with the full strength of its dominating authority, steps into the game itself, many a player concludes that his chances to win are so greatly diminished that a seat on the sidelines is preferable. So private initiative tends to dry up and the well-springs of progress disappear. The spirit of America has been: "I may. I can. I must." It is now rapidly becoming: "May 1? Can I? Must I?"

Our forefathers recognized that free private enterprise was one of the indispensable supports of individual freedom. Read the Virginia Bill of Rights, the Federalists Papers and the debates that took place during the period when the constitution was being written and ratified! But how the situation has changed today!



Dr. E. L. Newcomb
N.W.D.A. Executive Vice-President

If you asked the first ten men you met on the street today this question:—"Would your individual freedom be affected if representative democracy were destroyed and some form of dictatorship substituted for it?" all of them, I believe, would answer in the affirmative. Similarly if these ten men were queried as to whether their individual freedom would disappear if they could not worship, speak, or associate with their fellow citizens as they saw fit, again I believe the answer would be a unanimous "Yes." However, if the same ten men were asked whether their individual freedom would be affected, if for free private enterprise were substituted the only alternative, public enterprise, perhaps one of the ten would say, "Yes," while the remaining nine would reply either that they did not know or that, since most businessmen were racketeers anyway, they would be just as well off under public enterprise—state socialism—as they were under free private enterprise.

In that fact lies the greatest potential danger to our freedom in America:—creeping collectivism which has been doing its deadly work now for fifty years or more in school, church, college, and government; creeping collectivism which, if not soon sterilized by the development of informed public opinion, will destroy private enterprise with the resultant collapse of the whole tripod of individual freedom. The clever collectivist, whether he calls himself a Socialist, Communist, Nazi, Fascist, or New Liberal, knows full well how difficult it is to make clear to the average citizen the relationship between free private enterprise and the other two factors that support our individual liberty. Hence the attack of those who—wittingly or unwittingly—would undermine the foundations of individual freedom and ultimately destroy our political and religious liberty, is always made first on our economic freedom.

Once public enterprise, that is, state socialism or national economic planning, is set up, what becomes of representative democracy and civil and religious liberty in general? Obviously, if a group of people no wiser or better than the rest of us, calling themselves government, were planning, as they saw fit, for the greatest good of the greatest number, they could not tolerate the throwing of monkey wrenches into their carefully laid programs by any citizen—no matter how well intentioned he might be. Otherwise their plans would soon be brought to naught. Hence any government that goes in for national economic planning—state socialism—simply must control all opinion-forming agencies—the newspaper, radio, movie, school, and church. Then what becomes of the third leg of the tripod of freedom—civil and religious liberty? It is soon undermined and the whole tripod of individual freedom collapses. We have seen that process at work in Germany, Italy, and Russia. We want none of it in America!

As Edmund Burke, the English statesman, said years ago: "Men have sometimes been led by degrees; sometimes hurried into things which, if they could have seen the whole together, they never would have permitted the most remote approach." It is here your call to duty as good Americans sounds loud and clear. I have spoken of creeping collectivism: How many of you here have ever investigated what is being taught in the public schools of your own community? As an eminent educator says: "Democracies can survive only by considering public education as the essential unifying force of a nation, as the most vital function of government."

Subversive Teaching

Nevertheless, in a "Teachers' Guide" that accompanies a series of grade school textbooks written by a professor at Teachers College, Columbia University, New York, I find this statement:—

"Of the 315 pupils, 88 percent said that the following statement was true:—

" 'The United States is unquestionably the best country in the world.'

"There is little doubt that if this statement was laid before thousands of pupils in our high schools today, most of them would say that it was true. Now the attitude expressed by most of these pupils is one that we decidedly do not want to develop in our classes."

This series of textbooks is, I am informed, required reading in 4,200 school systems in this country—over 25,000 schools in all. They are designed, in the author's words, "for the scientific reconstruction of our social order." In fact, in another one of his books entitled, "The Great Technology," that particular professor makes his objectives crystal-clear when he says that "the national economic society must be reconstructed to provide for central control of the whole enterprise with power to develop a designed system and to provide for its operation by expert personnel." He advocates, in other words, national economic planning, which, as already explained, leads inevitably to the destruction of individual freedom.

In many of our colleges creeping collectivtism is rampant. I ran across only a few months ago an account of a meeting held by the Extension Department of Iowa State College at Cedar Rapids, Iowa, sponsored by the United States Department of Agriculture and paid for presumably with taxpayers' money. The speakers were professors from the University of Wisconsin and Iowa State College, and I quote here at random some of the statements allegedly made on that occasion:—

"Business has inflicted on this country terrific failure. The solution is more government in business to prevent the recurring disasters caused by business. ...We owe our debts to ourselves; consequently the reduction of debt is immaterial...The payment of debts makes idle money; therefore, it is good economics that only interest on debts should be paid."

The subject of one of the speakers was "Planning in Economic Life," and among other things he is represented to have asserted:—"We are now the victims of the tradition of a minimum of government in our economic life . . . . Government must come to the rescue . . . . Manufacturers traditionally cut wages in the interest of huge profits . . . . We must have regimentation of some kind . . . . for the benefit of many."

And the tragedy of the whole situation was that, so far as I know, there was not a single businessman present at that gathering to tell the other side of the story, to drive home the fact that free private enterprise—with reasonable government umpiring to insure fair play—is absolutely essential to the preservation of representative democracy and the very civil and religious liberty that makes such assemblages possible.

Turn now to the churches and take just one instance—out of many—of creeping collectivism at work. Some five hundred ministers representing nine denominations at a meeting in Cleveland last February passed this resolution:—

"The United Christian Council for Democracy believes that the Christian religion compels us to reject the method of the struggle for profits as the economic base of society, and to substitute the method of social-economic planning under democratic control, with social ownership of all things necessary to its successful operation."

How many of you have ever discussed business and economic problems with your pastors? Why not do so? If you ventured to express yourself on theological problems, you would no doubt go just as far astray in that field as many well-intended clergymen now go astray in the field of economics.

As far as the influence of creeping collectivism in government is concerned, let me cite just one example. Mr. Aubrey Williams, of the National Youth Administration, said not so long ago:

"No one is to be trusted with the di-

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rection of the American government except the workers."

Mr. Henry Wallace in a book of his I read not so long ago, entitled, "Whose Constitution?" advocates a cooperative society, state socialism, and goes on to this conclusion; says Mr. Wallace: "We in the United States should eventually be prepared, if necessary, to work out a mechanism which would embody the spirit of the age as successfully as the Constitution of 1787 does the philosophy of the eighteenth century. We hope such action can be taken as bloodlessly as the constitution was enacted. This will undoubtedly be possible if a spirit of common sense prevails."

That is from Mr. Henry Wallace. So you can see creeping collectivism at work in virtually every field of our American life.

Millions upon millions of dollars of public money are being spent every year by the Federal government for propaganda purposes to advance the economic theories of those presently in power. All told, the creeping collectivism that has insinuated itself into the thinking of the American people, presents a far greater danger to our individual freedom than any foreign enemy presently in sight. Hitler said some years ago:—

"It gives us National Socialists a special secret pleasure to see how people about us are really unaware of what is happening to them."

How aware are you business men of what is going on in our schools, colleges, churches, and various governmental departments today? "He that hath ears to hear, let him hear" before it is too late!

Neglect of Fundamentals

We sorely need a great spiritual awakening in America. And when I employ that phrase, I am using it not merely in a religious sense. We need a great awakening of the spirit of intellectual inquiry; we need a great awakening of the patriotic spirit; we need a great awakening of the ethical spirit.

Until the time of the Civil War, I am told that almost every intelligent American had read the Federalist Papers, knew something of the writings of Thomas Hobbes, John Locke, Montesquieu, and Adam Smith, and was acquainted with Milton's immortal essays on free speech and freedom of the press. In other words, the men who set up this republic and the generations that immediately followed them, had a political philosophy and tested every governmental proposal to see whether it fitted into the fabric of our institutions. They were imbued with the spirit of intellectual inquiry. They formulated their own conclusions on matters of public policy, while we lazily swallow—bait, hook, line, and sinker—the opinions of news commentators and radio orators—without critical appraisal or independent thinking of our own.

In fact, in these last two or three generations, we have been so busy making money; so occupied with developing the physical resources of the country that we have even compelled our schools and colleges to concentrate on teaching facts on which we could make a living—to the almost total neglect of the philosophical and religious principles which ultimately determine the whole course of human existence. So far has that process gone that I ask you today how many intelligent business and professional men you know who, if called on to mount a platform with Earl Browder or Norman Thomas, could make even the sketchiest defense of the fundamental principles on which our system of government, economics, and civil and religious liberty is based? So far as I am concerned, I can count such men on the fingers of one hand.

The Virginia Bill of Rights said in June, 1776:—

"No free government or the blessings of liberty can be preserved to any people but by a firm adherence to justice, moderation, temperance, frugality and virtue and by a frequent recurrence to fundamental principles."

How sadly we need "a recurrence to fundamental principles" in the confusion and lack of understanding which now pervades the political and economic situation in America! It is indeed high time that we arouse ourselves from our lethargy and highly resolve to study and understand the principles to which we owe our freedom and then to give freely of our time and effort to interpret those concepts to our fellow citizens.

We need also a great awakening of the spirit of good, old-fashioned patriotism. After all, there are only two approaches to the problem of government. One is that of the founding fathers of this republic who asked such questions as: What sort of being is man? What sort of a world does he live in? What is good for him? What sort of a government will enable him to exercise his innate sense of personal responsibility and individual initiative? How must he behave if he is to enjoy the privileges of individual freedom?

The second approach, which is now the prevalent one, is: What can I get out of government whether I am entitled to it or not? We see that second approach vividly in the emphasis that has been placed in recent years on the so-called "abundant life" from a purely physical viewpoint. Naturally we all want to enjoy and see our fellow citizens enjoy the greatest possible measure of physical comfort and convenience. But if this very day by some miracle we could wave the magic wand and feed and clothe and house every American to the maximum of his heart's desire, you understand human nature well enough to know that by tomorrow there would be new appetites, new discontents, and new problems. Economic abundance alone never wet-nursed any people into freedom. It is personal freedom with its release of individual initiative that produces economic plenty.

So today, while doing everything we can to improve the physical conditions of living for our fellow citizens, we all need a rebirth of the spirit of patriotic sacrifice—of examining ourselves to see what we can do for our country, rather than to think constantly about what the country should do for us. We need to recall anew the terrible privations of Plymouth and Jamestown; to recall again Bunker Hill, Valley Forge, Yorktown, King's Mountain, Gettysburg, and the Argonne; and once more to gaze on the face of Nathan Hale on the scaffold with those immortal words falling from his lips: "My only regret is that I have but one life to give for my country."

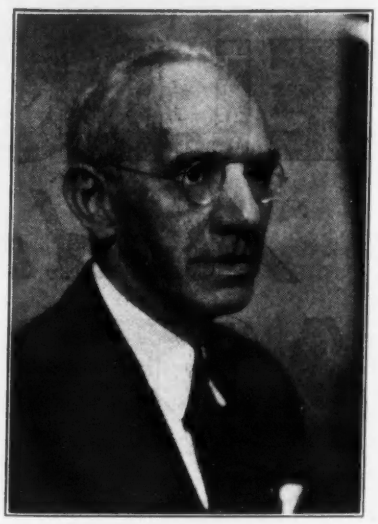
Social Responsibilities

And then we need an awakening of the ethical spirit. As a recent writer says: "The keystone of liberty is the voluntary performance of social obligations." So we must all recognize that we are literally our brothers' keepers in the closely knit industrial world in which we live, and keep before our minds constantly the social significance of every business decision that we are called upon to make. If free private enterprise is to be preserved, and the tripod of freedom is to remain standing in America in the midst of a world gone mad, it is essential that we cheerfully accept and faithfully discharge our full responsibility of social stewardship.

Every one of the three legs of the tripod of freedom finds its firm and sure foundation on a great spiritual principle common to all three of our great religious faiths—Judaism, Catholicism, and Protestantism—the sanctity of the individual soul as a reasoning entity in the eyes of God—a principle which all the collectivists deny. When the men who wrote the Declaration of Independence spoke of the "inalienable rights" of men, they were reflecting their belief in that principle which was deeply rooted in their minds and hearts. In fact, that spiritual concept furnishes the philosophic foundation for the entire system of government, economics, and civil and religious liberty, which they established.

If man be a sacred individual entity endowed by God with reasoning powers, said they, then he has the right to choose the form of government under which he will live. That is the philosophic foundation of representative democracy. That is the basis of John Locke's great statement that all government derives its just powers from the consent (i.e., the reasoned choice) of the governed.

Similarly our forefathers argued that if man be a reasoning individual in the



E. S. Albers
N.W.D.A. Convention Vice-Chairman

eyes of God, he naturally looks out over the world and realizes that its marvelous natural resources were not made by any man but by the Creator Himself. He, therefore, concludes that he, as an individual, along with all other men, has the right to possess such portion of those great common treasures as he may be able to win by honest toil and effort. That is the philosophic foundation of the right to private property and free private enterprise.

And, of course, if man be a reasoning human soul, he argues that he has the right to worship as he sees fit; to speak as he sees fit; to print what he sees fit; to assemble as he sees fit. And there you find the philosophic foundation of all our great civil and religious liberties.

These basic ideas, resting on that great spiritual concept for which the church has stood through the centuries, were the foundation stones on which the fathers of this republic reared the tripod of freedom. In recent generations they have been lost sight of and forgotten. Now if America is to be adequately defended, all these vital principles must be revived in the minds and hearts of our people. Men will fight only for things in which they believe. Creeping collectivism has clouded the vision of far too many of our fellow Americans. We have been living in a fools' paradise—so lacking in a sound philosophy of government, so obsessed with what we could get out of our country rather than what we could sacrifice for it, that we have grown soft and smug, selfish and complacent.

Meanwhile the tides of free government in the world are fast runing out. In a little burying ground in the Midlands of England there is an hour-glass on a stone pedestal with this inscription: "Traveler, it is later than you think." Perhaps the present terror in Europe may yet save America by renewing within us the faith of our fathers. Who knows? The outcome depends on how many real patriots are left among us—men who will not only give their lives, if need be, but who will apply their minds and hearts and tongues to the support of the eternal principles of the tripod of American freedom, without stint or limit. If liberty is not to perish, this great cause must command from all true Americans—as it did from our forefathers—"the last full measure of devotion."

Ye who have faith to look with fearless eyes
Beyond the tragedy of a world at strife,
And know that out of death and night shall rise
The dawn of ampler life,
Rejoice whatever sadness rends your hearts
That God has given you the priceless dower
To live in these great times and have your part
In Freedom's crowning hour.
That ye may tell your sons, who see the light
High in the heavens, their heritage to take,
I saw the Powers of Darkness put to flight,
I saw the morning break.

Looking to 1950

The historians were represented by a number of reports. The prophets had their inning in a symposium on "1950: Here We Come—Ready or Not." in which it was endeavored to paint pictures of what would happen in the drug trade during the next decade—if, as, and when. The views were those of manufacturers and a retail druggist. They were presented under the leadership of John W. McPherrin, of Lord & Thomas, by Leo Nejelski, assistant general manager for the Pepsodent Company; Adam H. Fiske, general sales manager for Eli Lilly & Co., Herman L. Brooks, president of Coty, Inc.; J. P. Spang, jr., president of the Gillette Safety Razor Company; Harold B. Thomas, president of the Centaur Company; and Joseph J. Shine, Illinois retail druggist.

Here is the result:—

Mr. McPherrin Explains

John W. McPherrin:—You have all heard something about this thing called "1950 Here We Come—Rready Or Not." I would like to tell you a little bit of the idea back of this program, how it all started. Your very good president, George Doerr, had an idea. He talked about it last spring at the meeting. There were a few people who happened to get together in Chicago, and the idea was that there are many problems facing every business, not just the drug business, but in the drug business there happens to be a very large number of good thinkers. If there did not happen to be such a large number of good thinkers, let's take a look at the wholesale drug business and then take a look at the wholesale grocery business. The comparison, I think, proves the point that there are good thinkers who know how to handle problems and work out an answer. These men who have these good ideas and who plan their businesses intelligently we meet down here, enjoy seeing them, but too often our conversations are mostly in some hotel room where we happen to get together and discuss them. So the idea was that if we could form a program where these good ideas could stimulate other good ideas, that would be a worth while idea. Therefore, this meeting is planned to stimulate and bring out onto the floor of this convention the good thinking that George Doerr says—and he is right—

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will solve any problem; that there is enough good thinking in the drug trade to solve any problem facing the drug trade.

So our program is divided into two parts. We will first have the six men who have been invited to share their ideas with you, each one of them will talk for ten to fifteen minutes, and after that we will invite you to join the program and ask questions.

On this stage back of me, you see some faces that you have seen many times here. You probably see one or two new faces that you don't quite remember, because we have in our group several people who have recently come to the drug industry from other industries. For example, we have one man who happens to come from the Chicago stockyards; in fact, we have two ex-pig-stickers among us today. This man is a student of people. He was born, I believe, in Saginaw, Mich. His father was Polish. His father had a furniture store. This Polish boy, son of a Polish father, worked in that store and he learned about people there. He developed a great interest in why people do things, what their motives are. That desire to know people has carried him a long way.

Exactly—this is just coincident, it wasn't planned this way—a year ago today this man joined the drug business. Charlie Luckman thought that this man might bring to the drug business some thinking that would be helpful to the drug business. His previous history, after working in that furniture store, is this: He went to the University of Michigan, then he went into the advertising agency business. Of course, he had a lot of good sense; he got out of it. I am just going back in. He brings to this drug business of ours an understanding of the common man and also an appreciation, a deep appreciation of the dignity of men. Perhaps because of his ancestry, he has a tremendous appreciation of the American way of life. So we begin our discussion of what is to come by asking Leo Nejelski to give us his idea.

Mr. Nejelski Points Needs

Leo Nejelski: Thank you, Mr. McPherrin.

Ladies and gentlemen, I am pretty much in the position of the Negro preacher who read a book on logic and the following Sunday told his congregation, "Brethren and sistern, first, I'se gwine to tell you what I'se goin' to tell you, then I'se going to tell you. After I'se told you, I'se going to tell you what I told you."

Unfortunately, in ten or fifteen minutes, I can't do that, so I am going to ask you to bear with me in jumping around a few high spots which might at least set an atmosphere for this discussion that is to follow.

At this moment I am not so much concerned about what will be the status of the drug business in 1950 as I am about whether there will be any drug business. Further than that, I am concerned whether there will be any business.

Will the businessman in America still be functioning in 1950? Or will he be stripped of his initiative and his freedom, and be reduced to a mere cog in a state machine?

The seeds of what has happened in Germany, Italy, Spain and France, are rampant in these United States. Fritz Thyssen, and some of the businessmen in Germany, made Hitler. Volpi and Ansaldo made Mussolini. Juan March, ex-smuggler and today's financial giant in Spain, made Franco.

The shameful commentary on democracy in France was that the industrialists of France were more afraid of an uprising of labor than they were of the German columns rolling toward Paris. In each one of these instances, the progressive steps that led to the elimination of business in these countries are being repeated here.

We are a great nation of "buck-passers." When it comes to the things that apply to our group life, we fall back on our philosophy of "let somebody else do it." Good or bad, we have all watched the concentration of power in the President without realizing fully the potential of such concentration. We have permitted ourselves to be abused, insulted, and discredited because it suited the purposes of a small group in Washington to make a scapegoat of business to achieve its own ends.

One of the blind spots in the thinking of the people on both sides of this government-business controversy is the failure to realize that democracy and business stand or fall together. One party cannot, and will not, exist without the other. So, if we wish to preserve democracy, we must make business work.

The Role of Business

Business cannot live long in a military state. We had a taste of it in the last war. Since then there has been a constant drift to a hybrid form of democratic socialism.

Where would this tendency materialize during another war? At the present moment we are in the process of creating a large army. Once the army is assembled, all that the populace needs is a man on horse back and a rallying cry to involve itself completely in a war. What will happen to business while we are surrounded with warring military states is something that should concern every one of us right now. In this discouragement there is hope.

One of the most encourgaging aspects of our present status is the entrance of several businessmen of the caliber of Messrs. Knudsen and Stettinius into the government. The fact that an active businessman could be nominated as a presidential candidate is also most encouraging.

If business is to assume this responsibility, it might be logical to ask ourselves at this point what are the objectives in business of preserving democracy. At the risk of oversimplifying these objectives, I will name only three.

The first of these is the maintenance of competition. Any time when competition is thwarted or stunted, whether through collusion or insistence upon special privileges, business is sowing the seeds of domination by government.

The second of these is the necessity of accepting social responsibility. A man who owns a cow seldom can be sold communism.

Democracy will continue to work only so long as it provides a dignified living for its people. Since business is the lifeblood of democracy, it must find a way of curing its social ills. It cannot create a great number of unemployed without eventually suffering the consequences of unemployment. Failing to solve its own social problems, it forces government into the role and runs the risk that business has been subject to in recent years when the unemployed not only have been shamed and branded, but have been told in unmistakable words that they have no place in the social scheme. A man without hope becomes a desperate man willing to attempt any ism that promises anything.

The third requirement is a realistic viewpoint. So much of our day-to-day thinking is clouded with emotion that we cannot see the actualities. Many business men fail to ask themselves, "What are the facts?" Instead, they are willing to accept conversations and twice-told tales in place of the truth.

We must make ourselves tough, mentally and physically. By tough, I do not mean hard-boiled. We have to build up our endurance because the time ahead is loaded with problems that we have never faced before.

In the face of all this, it is astonishing to hear sentimental discussions about the return of the "good old days." Make up your minds now that the old days are gone forever. Such thinking is the last hangover from a period of American history that is entirely past.

Much of our business thinking has been based upon the repetition of old and familiar patterns. We are all victims of the wishful thinking that we can retain the status quo.

Changes Must Be Faced

During the past we have insulated ourselves against change. The height of this insulation was reached eight years ago, when in the face of a worldshaking depression, our politicians were still promising us two chickens in every pot and two cars in every garage, with prosperity just around the corner. Most of us thought we had found a new set of rules for our economic and social life.

The roots of this insulation against change went very deeply into our historical background. It is natural that it should exist. Our development, both economically and geographically, followed the same patterns we had always known. Consequently, many of us could not see why such development could not continue.

We found out, very much to our unhappiness, that the old rules still applied. What was actually happening did not become clear to many people until drastic changes became necessary. The trouble with us humans is that we must see the pendulum swing wide before we recognize that it is swinging at all.

During that period when our minds were standing still, changes were taking place that were calling constantly for adjustments. These adjustments were not made then. Now they must be made in a shorter period and under greater hazards.

For many years we boasted of our philosophy of guaranteeing freedom to the individual. We prided ourselves on the general free-for-all that resulted because we satisfied ourselves that out of the situation the best would emerge. Yet during that period we shirked our social responsibility in not thinking through to the ultimate results of our actions. Competition we must continue to have, but not competition at the expense of society.

Much of management, in its blind concern over its own problems, was inclined to disregard labor. Labor then was just as important as it is today. Without this necessary fourth leg of the square representing management, capital, and labor, we will always have an incomplete whole.

Formerly some management thought that if it could apply enough pressure upon its organization, it oculd get any job done. Now that same management is beginning to see that pressure yields only counterpressure. We are brought up sharply with the realization that a man was a human being long before he became a machine. We can't force him forever to do things merely because we want them done.

While we were living off the fat of the land, we were able to escape to new physical frontiers whenever we, as individuals, were confronted with defeat. Now that is not as easy. In the United States we have run out of land, and other nations have their own ideas about encouraging any tendencies we might develop toward imperialistic ambitions.

In addition, we are begining to learn suddenly that the secrets of success lie within ourselves. This is not only applicable to individuals but to groups and companies as well. The regeneration of any society, or any group, begins with the inner convictions of people within those groups.

Rather than basing considerations upon financial values alone, we have been tending toward a consideration of the human values as well. Perhaps we have reached this realization too late; but the important thing is that we have reached it at all.

Along with these primary developments there have been others that are bringing about profound changes in our lives. They are today's influences that also affect the business of 1950.

Speed Poorly Controlled

In our generation we have seen a terrific development and utilization of speed. We have developed a speed of transportation and communication so rapidly that we have not been able to harness it to our own natures. We have created a mode of life that we find difficult, if not impossible, to control.

Speed has disrupted our individual lives. Formerly the family was held together by the discipline of authority exercised by one or both of the parents. Today the automobile has dislocated the home, and the radio has dislocated authority. The fireside has become less of a place to chat than a place to listen. The parents who were hero and heroine to their children now take second place to the authorities and idols of the air lanes.

We have insisted upon speed in our education, in our reading, and in our intellectual activities. Students in our universities and colleges have been reaching out for a mass of information but have had very little regard for true education. So long as they could acquire a smattering of a technological skill, they have had little regard for the eternal truths against which all human experience averages itself. We have made a fetish of information and have almost completely disregarded education.

Speed has disrupted our group lives. The security of the group has shifted and changed so rapidly that almost overnight situations which we formerly reviewed with confidence today evaporate and become deceiving uncertainties.

The speed of communication has disrupted the lives of companies. With the methods of distribution and advertising available today products can become known from coast to coast almost overnight. Competitive situations shift and change so rapidly in many fields that it is impossible to judge today's condition of a business on the basis of yesterday's pattern.

Speed has shrunken our world and magnified the internationality of our problems. Years ago when it took months and weeks for news to travel, even for a distance of a few hundred miles, groups of people had adequate time to adjust themselves to changing conditions. Today an important battle takes place on the other side of the world, and we do not even have to wait for tomorrow's paper to know what is happening. We hear a report of action over the radio direct from the battlefield. We span oceans in hours instead of days. We travel around the world in days instead of weeks.

No longer can we mind our own business and be informed or secure. Our sphere of influence has widened from a neighborhood to the entire world.

No longer is the individual supreme or isolated. Along with the individual, the good of the group has become vitally

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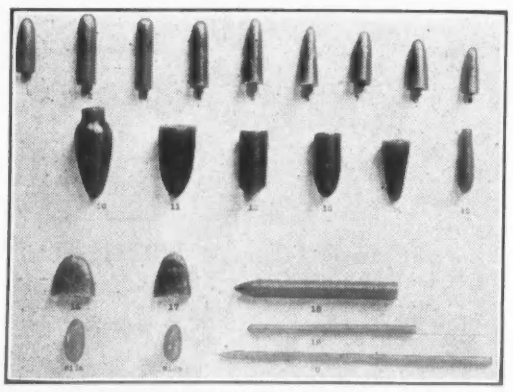

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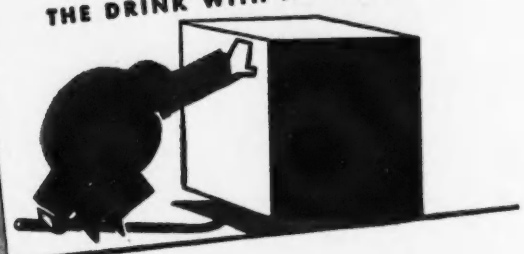
THE UNKNOWN DRINK

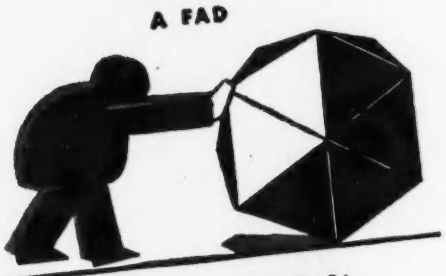
The drink with a few friends is a little easier to move. But at that, a crowbar and a jack are needed to make it turn over.

THE DRINK WITH A FEW FRIENDS



Fads come and go. They turn over all right, but they stop turning as soon as you stop pushing. And you have to push hard.

A FAD



The drink everybody knows

. . . starts with the slightest effort . . . and the more you push it, the faster it rolls. It rolls up profits for the fountain owner because fifty-four years of sustained advertising and promotion have built up tremendous consumer demand.

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and selfishly important. We have been faced with the realization that only the good of the group secures the good of the individual.

It is against these changes and influences that the business of 1950 is being created today. What will happen in 1950 is being shaped by the decisions you and I make from day to day and from week to week. Business in 1950 is being made by the attitude that we have toward this thing we call democracy and all the decisions we make affect it directly and indirectly.

Will there be such a thing as business in 1950? I am confident that the answer is "Yes!" I am doubly confident when I realize anew that the men of American business are alert enough, smart enough, and willing enough to see this disturbing period through to a successful conclusion. In our hands is the torch of freedom and individualism. We will not fail in our responsibility to those who will come after us.

Mr. McPherrin: Thank you, Leo! I am sure that that was an excellent opening talk on a program like this, because we begin with one man's idea of the mental attitude that is necessary.

Now if any of you think that any of these six speakers are going to come out with gadget answers to what we do next, you are mistaken; they aren't. I think most of them are going to discuss the subject in terms of principles. Those principles can be worked on in any gadget that seems right for your particular kind of business; so don't look for specific detailed gadgets of just exactly how to do it. That isn't a part. Our job is to create thinking and leave it to you to carry that thinking on.

When I first came around this drug business, I was very impressed with the name of a line that it seemed if a wholesaler had that line he had wings; and he could get almost any other line he wanted if he had that line. Then I did work for a man who at one time had worked for this company and he was always rather nostalgic about it, and he used to tell me about that great company.

Today I am having a great amount of pleasure in presenting to you the domestic sales manager of that partticular company, and, as all of you know, I am referring to Mr. Adam Fiske. Mr. Fiske was a little bit hard to get on this program. He didn't know whether he wanted to come up here and say what is going to happen in 1950. I don't know, maybe he has been talking to Kief down here and Kief says, "Stay out of that; it is a hot spot." Did you tell him that, Kief?

A. Kiefer Mayer: Worse than that. Give me a pencil. I want to ask some questions.

Mr. McPherrin: You will get a chance later. All questions at the close of all six talks.

Well, finally, Mr. Fiske saw that maybe it would do some good and since it is the policy of his house to do good, we are pleased to present Mr. Adam Fiske.

Mr. Fiske Sees Work

Adam H. Fiske: Mr. Chairman, Ladies, and Gentlemen: An assignment such as this one represents is not to be undertaken lightly. It is quite true that history, like garlic, has a way of repeating itself. It may be that in ordinary times, under ordinary conditions, a study of the past ten years might prove a fairly safe barometer of the years to come. Today, however, it would take a bold man to dare prognosticate what could or might happen in any walk of life for as long a period of time as six months, to say nothing of ten years. The profound influences over which we have no control, the attitude of government toward business, the situation abroad fraught with economic dangers which none can foresee, a presidential election in the foreground, the labor situation—these and many more factors challenge any prophet, and wise, indeed, would be the man who could say with any degree of assurance: "This will happen in 1942 and this in 1947."

Happily, the world will forget the speculations we may indulge in on this occasion and no accusing finger will be pointed at us in scorn because we are, after all, merely indulging in daydreams under the cloak of trying to make our predictions sound reasonable. Let them be interpreted as such.

It appears important at this time to show a disregard for what under different conditions or in more nearly normal times would appear vital to any prognostication.

Making the wish the father to the thought, we express the fervent hope that recognition of the importance of industry will lead in increased production, and that increased consumption, so necessary to increased production, will prove of benefit to all. Under our present system of distribution, and particularly as we consider the drug business, the wholesaler will prosper in proportions to his just deserts.

It is to be hoped that, through continued research and progressive management, business will do more than merely hold its own in the next ten years. It is only in the freest possible exercise of individual initiative and energy, that we utilize the mainspring of our past achievements with the guaranty of our greater future. Generations of vigorous, industrious, and adventurous people have established our institutions. They cannot be preserved or continued but by the same type of free peoples. Each generation must carry on by a sort of American tradition the inherited right to earn by hard work, devotion to duty, loyal cooperation, and productive achievement.

One cannot see progress. It is too gradual. No business, no industry, makes progress, however, by standing still. Not long ago an automobile was sold for $40. It was a 1924 model that had been driven exactly five miles. It was really new, even though it was fifteen years old. New it had cost its purchaser $1,700. The difference between $1,700 and $40 represents the results in automobile values made possible by research in turning out a better product and in lowering the price. The old car's top speed was 55 miles an hour. It lacked shock-absorbers, safety glass, and four-wheel brakes. In five working days as many cars are now produced as were produced in the whole year of 1908. That represents progress, and equally as great progress can be predicted for the years to come as has been made in the same time in the past. Illustrative is the prediction that in five years from now the air-conditioning industry will have expanded 300 per cent, that 25 per cent of the textiles that will be used by 1945 will be made from materials not now available.

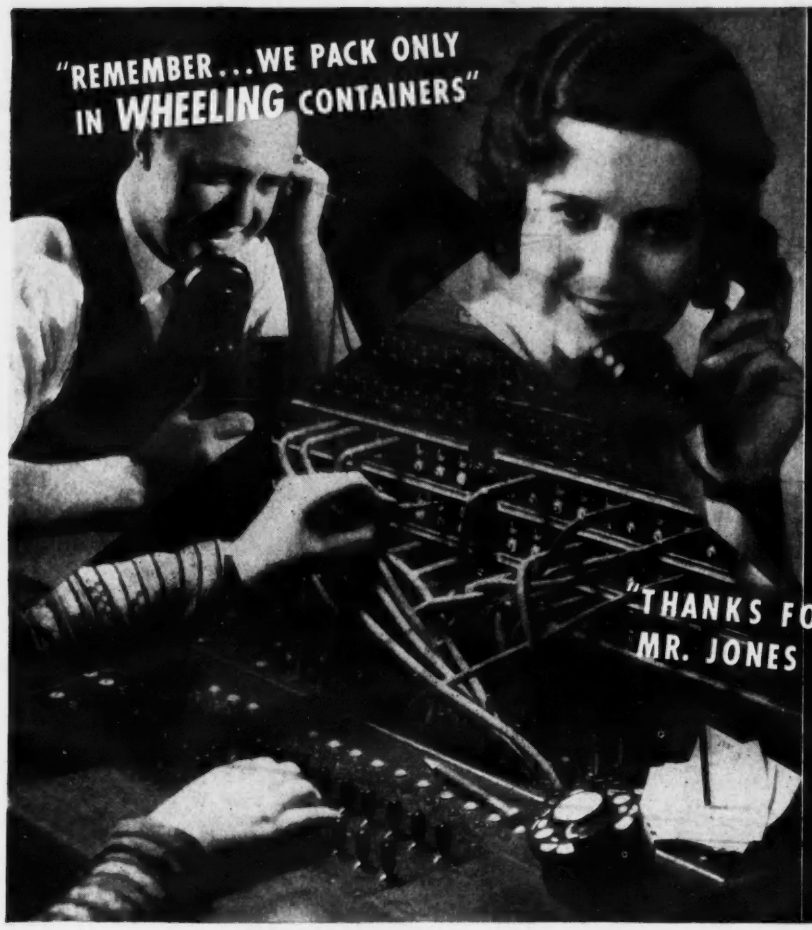
Can anyone conceive that in the face of these cited examples, which could be continued in great number, the place of the distributor in the wholesale drug field is in jeopardy? I think not. Nor yet is it conceivable that the wholesale distributor can hold his rightful place in the economical distribution of merchandise without giving due thought to keeping pace with production, changing ways, changing styles, changing tastes. Nothing is really certain except change.

Role of the Wholesaler

The wholesaler has a peculiar relationship to the producer and to the consumer. He is neither flesh nor fowl. He stands with the retailer and his opportunity for success and progress rises and falls as the success or failure of those whom he serves rises and falls. His progress is in no small measure dependent upon the economies he makes possible, and he will do well to indulge in continued researches in his field calculated to enable him to do a better job.

Eventually he will make his presence felt through his ability to do something more than extend credit and supply merchandise as it is needed. He will do well to study ways and means of evaluating territories and classifying customers. He will concern himself as much with the success of his outlets as he does with the total volume he is able to attain. There is a vast field of opportunity to serve the retail druggist in a manner in which he has not yet been served. United effort on the part of the wholesaler is needed nationally. There is also a need for a portion of the wholesaler's selling time to be devoted to the encouragement of young men in the drug business. This may well take the form of persuading retailers to maintain records to take inventory, to train sales people, and to encourage, in many other ways, more intelligent management.

There are three fundamentals in the retail drug business with which wholesalers may well be concerned. They are store location, personnel, and management. Wholesalers in the future, through researches, will be able to demonstrate for themselves the potentialities of time and money spent along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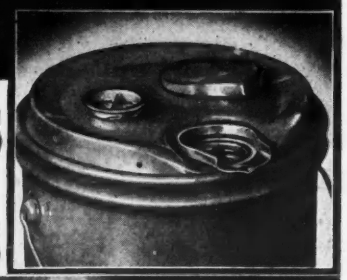

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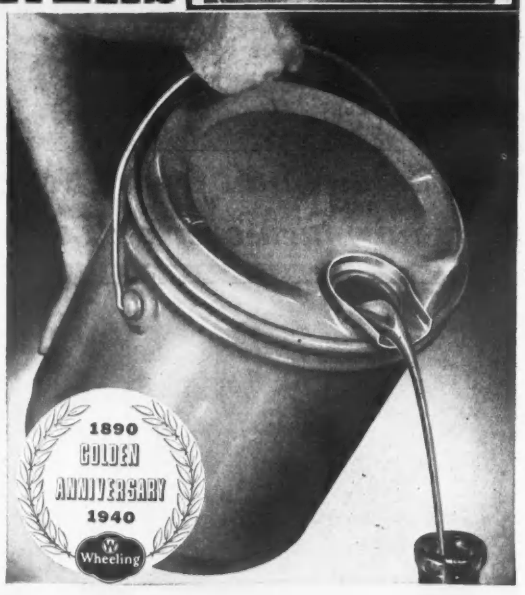

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these lines, in the employment and training of men who are properly equipped to sell such services to retailers and who at the present time are woefully lacking in essentials of good business management. While it is recognized that wholesale margins do not permit many utopian ideas that add to expense burdens, the fact remains that the creation of better outlets is an investment that wholesalers as a rule are at this time poorly equipped to undertake. The main objective of the wholesaler seems to be to dispose of merchandise, and very little apparently is done toward the creation of better, more efficient outlets.

The wholesaler should be sufficiently interested in his retail accounts to be able to discuss with them profits and turnover and their relation to the services he offers. He should endeavor to increase the retailer's respect for his services and his attitude.

The wholesaler, too, should before sponsoring any reforms see that his own house is in order, that he knows the lines he handles and offers the most effective cooperation at his disposal to those manufacturers who are his friends. He should organize to bring collective influence to bear on nationally known houses to secure respect for the services of the wholesaler and correct abuses. Management in wholesale houses can look forward to a greater future through farsightedness in the infusion of new young blood into their organizations. Room should be made for young men with aptitude, experience, and education in schools of business administration and in schools of pharmacy. Wholesalers now provide considerable service on more or less technical merchandise and interpreters of such merchandise can serve a useful purpose in extending the field of activity and interest in such lines and items. The retailer is urged to know his merchandise by men who at the present time do not know it themselves. The wholesaler may well become an educator, as well as a distributor, quick to abandon the hopeless, keen to assist the ambitious.

Mr. McPherrin: Now we come to our next speaker. You know all these introductions that are used for the speakers, they wrote them. I wrote each one and said, "What do you want me to say when I introduce you?"

This particular man who is to come next said, and I am reading directly from his letter, "As far as an introduction is concerned, it is my intention to speak of the toilet goods industry in a general way and not make any special reference, of course, to any one firm or brand that might be considered a plug. Possibly it would suffice if you were to merely say in presenting me, 'Here's that man again,' or 'I give you Mr. Brooks.'"

I am reading his letter. He continued, "which would give your members an opportunity to say, 'We give him back to you.'"

I am very happy to present to you the president of Coty, Inc., a man who has for the past five years been president of the Toilet Goods Association, your good friend, Herman Brooks!

Mr. Brooks Measures Progress

Herman L. Brooks: Thank you, Mr. McPherrin!

In view of the fact that you warned our listeners that our talks would only take between ten and fifteen minutes, I shan't have to resort to the story of the gentleman who was attending a meeting and was unexpectedly called upon to say a few words. He got up and talked and talked and talked, and suddenly he realized that he had undoubtedly outstayed his welcome. So, a bit confused, he said to his audience, "I am terribly sorry if I have spoken longer than I should have, but I don't happen to have a watch with me," to which somebody in the audience piped up and said, "That may be true, but there is a calendar behind you."

One morning in August I sat at my desk looking at my mail. My secretary was beside me. I turned to her and said, "I have just received a very cordial invitation to speak at the N.W.D.A. convention in October, and the topic is '1950—Here We Come!'"

"That's very nice," she replied.

"By the way, Miss Florian," I asked, "what am I doing tomorrow?" and her answer was, "I don't know."

In 1840, a gentleman who was in a business that dealt with wholesale distributors and apothecaries arrived at his office one morning and found an invitation to address a group of such customers. The subject that was suggested was "1850—Here We Come!"

On the appointed day, our friend, whose name probably was Mr. Jules Verne, manufacturer, girded his loins, for he realized that he was in for it inasmuch as he had, during the night, tossed in his bed wondering what to say, and then had decided to tell them, having had a wave of clairvoyance sweep over him, the following:

"There are now only a couple of thousand apothecaries in the United States. I think that ten years hence there will be about 8,000. There are now only a few wholesalers, but in 1850, I think there will be about fifty.

"The present volume of assorted toilet goods is now only $250,000, but in a decade it will be well in excess of a half-million dollars, probably a million."

He went on to tell them of other things that he thought would be marketed during the coming ten years, but the point which he stressed was that the development of the wholesale and retail drug business during that period would be startling by comparison with what it was on the day he spoke.

The topic had so captured his imagination during the night that he decided to look into the future still further, and he said: "I think that in 1875 there will be 17,000 druggists in the United States in 1900, 38,000; in 1920, 50,000; in 1930, 58,000; and in 1940, 60,500." By the time he was halfway through these staggering figures, most of the audience had swooned, for the estimates he gave were too wild for sane contemplation.

Our friend continued, however, for he was definitely in the mood to startle his audience still further. And so he turned to those who were still listening and said, "I likewise predict that in 1875 there will be about 125 wholesale druggists in the United States, and by 1940 an association that will be known as the National Wholesale Druggists' Association will have 210 members."

Our friend persisted: "In 1870, the wholesale volume of perfumes, cosmetics, and other toilet preparations will be about $2,000,000." At this point, a few black-frocked and long-haired gentlemen in the audience were stirred back into consciousness when they heard the sinful word, "cosmetics," and immediately got up and walked out of the hall.

Mr. Jules Verne, manufacturer, being of a kindly nature, decided not to give them any more figures drop by drop, as it were, and so ended with three parting shots—"And in 1925 the wholesale value of perfumes, cosmetics, and other toilet goods in this country will be $129,000,000; in 1927, $161,000,000," and as he left the platform, he shouted over his shoulder—"And in 1940, close to $200,000,000!"

From the day of his speech until his death, our friend was looked upon as a wild-eyed dreamer, for many people felt that expansion could not continue at the pace which he had predicted. They felt somewhat like Brahms, the famous composer, about whom the following story is told:—One morning he was standing with a friend on a bridge. He was in a bad mood, and was complaining about the lack of new music and composers, remarking that no one was able to write any new music any more, and that everything worthwhile had already been written. His friend turned to him and said, pointing to the water, "Look, there comes the last wave!"

And so today I stand before you with the assignment—"1950—Here We Come!" realizing that from the moment I leave the platform until my death, I, too, may be pointed at, for I am aware that "a prophet is not without honor save in his own country."

Broadened Activities

First, may I express to you what I think the wholesaler's part will be in this picture of the future. I doubt if there will be any more wholesale druggists in this country ten years hence, but I am certain that their activities will be broadened considerably. Certainly their sales forces will be expanded. This will be due partly to a growth in population, which will result in more retail drug outlets. If we watch our step, there will still be fair trade laws on the statute books. As time goes on, these still further improved stabilized market conditions will necessitate newer and more intelligent methods of merchandising, so that the retail druggist will become a still better merchant, and be in

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Solvamin is a convenient and economical source of riboflavin (Vitamin G) for use in pharmaceutical and food products

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COMMERCIAL SOLVENTS CORPORATION U. S. A.

a position to make a better appeal to the consumer than he does today.

I think that the wholesalers will introduce a periodical bulletin service compiled for them by a staff of experts of the various lines of merchandise carried by the druggists which require special attention—and certainly cosmetics and toilet goods come under that category. It is also possible that the wholesale druggists will find it good business, beneficial to inaugurate merchandising schools throughout the country to which will be invited the druggists, who will be educated in such places of learning not only by your own instructors, but will be addressed by manufacturers, merchandising counsellors, advertising men, technicians, etc. This could be very well along the lines of the schools now being conducted by many manufacturers for their own demonstrators. I am not unaware of the fact that some of this educational work is now being done by you, by the N.A.R.D., and by State and county pharmaceutical groups, but there is a noticeable lack of coordination, as well as a duplication of effort, which would be eliminated through the centralization of an educational plan, as above suggested.

I furthermore predict that the wholesalers will have more specialty salesmen, not only to tie up with the type of bulletins aforementioned, but because of the realization that more time will have to be spent with every druggist in order to educate him to the more improved methods of selling, display and merchandising.

I believe that despite the small amount, and I use these words advisedly, inasmuch as they are quotations from remarks made at previous meetings of yours, of "own goods" sold (I am not referring to pharmaceuticals, etc., but to toiletries) you will some day in the very near future discontinue such lines entirely realizing that the efforts now devoted to them would bring better results if given over to manufacturers of nationally advertised and nationally branded merchandise.

And now for the manufacturers and what I think they will do during the coming decade.

Product Developments

I believe that in view of the tremendous amount of research now being done by dermatologists and chemists, there will be new kinds of creams developed from organic chemicals which will be capable of being absorbed by the skin. As the knowledge of vitamins and minerals increases, these important elements will be used to an even greater extent in the composition of facial and beauty products. Harmless, but thoroughly efficacious, creations will be produced for reducing. A wider knowledge of thyroid compounds is on the increase, and that knowledge will likewise be converted into new preparations. The same can also be said for hair dyes and depilatories, which at the moment are avoided by many women because of some stories, many of them unfounded and untrue, that have gotten around. We may even find that lipsticks will have delicious flavors, so that a woman who is, for example, fond of strawberry ice-cream sodas, can, after she drinks one, apply a lipstick with the same taste.

Then there should, and undoubtedly will be creations developed by manufacturers because of the progress that will be made in television. Undoubtedly you know that entirely different dark make-up is now used when one is televised, than when one is merely photographed, or in moving pictures. While it is unlikely that such extreme dark shades will be worn for street wear or for evening wear, they will probably influence manufacturers to introduce other shades that will be inspired by them. Such types of make-up might also, in turn, develop new startling trends, not only in cosmetics, but in clothes and other apparel accessories.

And what of advertising? As television becomes commercialized, magazines and newspapers will have to think up new ways and means to defend themselves from that new competition. Over the past few years we have seen a noticeable improvement in color photography. Special color sections in newspapers are now printed in far better taste, delineation and appearance than five years ago. A year ago a manufacturer was approached and ran an ad in a local daily newspaper, an attempt was made to perfume the paper with the odor which he was advertising. There was a faint trace of the fragrance but, unfortunately, the inks used were so strong that they counteracted the odor of the perfume. Over the course of ten years it is quite possible to conceive of further developments along these lines which will permit a newspaper to fulfill, faithfully reproduce an odor in an advertisement.

As far as the copy itself goes, we are, in view of certain recent legislation, restricted to limited claims. This is and will be no hardship to legitimate firms, and as more time passes, it will be recognized by even more producers that fantastic and exaggerated claims need not be made if their merchandise has quality and a fair and reasonable price appeal. Products that fulfill the consumers' wants will convince the advertiser that he can take his chances on the good judgment of the buying public, and merely state, without such fanfare what his product is and what he "thinks" it will do for the purchaser. In other words, while we are looking forward, we may revert back to the excellent Chinese slogan that "a picture is worth a thousand words."

As I stated previously, we shall have commercial television programs. As for the movies, I read only the other day that an inventor is experimenting with a motion picture that "smells"—apparently you already think that we have some that do! Hence, we shall have to employ new language if and when we offer a criticism of a picture, for otherwise we shall be misunderstood. Then, too, the producer will have to avoid having the heroine peel onions while wearing some lovely fragrance.

Seriously, in summarizing what advertising may be, I think that more visualization and color will be employed and less language.

And surely then, though it is inconceivable why you don't do more about it now, druggists will appreciate the greater necessity for displaying perfumes and toiletries in better taste and surroundings than is now the case in too many stores. Placing all products of a manufacturer together will always make for greater sales than having them scattered in different parts of the so-called cosmetic section. Every fine perfume and other accessories when manufactured are handled with loving care, so to speak. To see them shown in stores as though they were hardware is depriving them of their attractiveness and feminine appeal. Another type of store beginning with "D" has appreciated this, which is one of the reasons why this branch of its business has forged ahead.

All of these things should make for a greater per capita consumption, and instead of 37,000,000 women over eighteen years of age spending $7 apiece, as was the case a year or so ago, this same number of women (not allowing for a growth in population) will quite likely spend $10 or $12 apiece ten years from now. The only possible obstacle to this increased consumption would be a wave of Puritanism which might sweep over the country, or a reincarnation of the black-frocked and long-haired gentlemen who listened to the address in 1850.

Better Relations

I believe these prognostications would be incomplete if I did not briefly touch on the future cooperation between manufacturer and distributor. I believe that if we are alert to our responsibilities, we should make further capital of the gains we have made during the past few years of more stabilized market conditions. The trend today and one that will undoubtedly continue, particularly with fair trade statutes still on the books, will be for a still further widening of distribution, and the desire to make the small retailer a more important factor in the economic life. Consequently, through educational programs; advertising of one kind or another for the benefit of a greater number; fair marketing policies, etc., more profits and benefits will accrue to the small man. I think, too, that as we go along and find that merchandise of quality, priced reasonably, takes a stronger grip on the public, and improves in sales, manufacturers will be less inclined to offer "two for one" on special occasions, particularly of entirely unrelated products.

I can hardly believe that the hunger for beauty will be less in 1950 than it is in 1940. This applies not only to men and women themselves, but designers and creators will strive to improve the appearance of bottles, containers, boxes, and such things. As for certain oils and raw materials so essential to fine perfumery, which heretofore were only obtainable from parts of Europe, I feel confident that these carefully developed and nurtured flowers will be grown in this country. There is no reason why they should not be, inasmuch as we have such a diversity of climate and soils.

Although great fortunes are going down, and will probably be still further equalized in years to come, the standard of living of the average person is going up. To live better is a yearning on the part of all. If the volume of cosmetics and toilet goods reaches the total of $200,000,000 this year, I think that with all things being equal, we can look forward to a figure of $250,000,000 in 1950.

While some of the things I have ventured to predict are in the realm of dreams, I believe there is one thing I can prophesy with absolute certainty, and that is that taxes will be with us in 1950, but like hanging, we shall probably get used to them.

In closing, may I express a word of gratitude to Dr. Newcomb of your association, and to Mr. Rennick of "Drug Topics" for the assistance they gave me in digging out some vital statistics which I incorporated in this address.

The future—that is a fascinating world to conjure up, but I think that we can face it with the same confidence as did the person who once remarked, "I am not afraid of tomorrow; I have seen yesterday; and I love today."

Mr. McPherrin: Thank you very much, Mr. Brooks. As the Jules Verne of this drug busines and the cosmetic business,

Heading
for Penick!

BOTANICAL DRUGS still find their way to Penick from every quarter of the globe, despite present difficulties.

As rapidly as the "bottling up" of regular sources of supply can be anticipated, Penick's purchasing staff bends every effort to locate and develop new ones. This relentless promotion has kept a fairly steady flow of botanical cargo coming into the Penick warehouses.

Buyers have been surprised to find Penick able to supply stock of certain items generally believed to be unobtainable. Many more buyers, consequently, have turned to Penick as their "primary source of supply for botanical raw materials."

"PENICK" — means everything in Botanical Drugs

S. B. PENICK & COMPANY

132 Nassau Street, New York, N. Y. 1228 W. Kinzie St., Chicago, Ill.

THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

I am sure he did a very fine job on this. I am sure some of you took notes on what Herman had to say and he will probably get quite a few questions.

We are now half through. Remember, Leo Nejelski started this out with his idea of the mental attitude. Some of you probably have questions for him. Adam Fiske touched on his end of the business and one of the thoughts that he projected to you was that there possibly was some obsolesence of thinking, but through his talk and all the others I know that you recognize that belief in the business and the grand thought that Herman brought out there at the last, that that which we see clearly does not scare us. It is only the blind spots that scare us; when we see it clearly, we can go ahead. That, again, is the purpose of this meeting.

Now we come to another one of those gentlemen from the stockyards of Chicago. This gentleman is quite a student of American business. I emphasize American business because he in his work has a grand opportunity to note the distinction between American business and European business, because his company happens to have many contacts in Europe. He has very close contact with his associates in practically every foreign nation, including the belligerents, and I think including Adolf's country, or what was it. He probably will have some comment on that. With that background, he is perhaps in an excellent position to give us some thoughts on what might happen in this country with this impending war thought that is filling our papers today.

There is another side to this man. He has from time to time appeared on the radio personally when his company sponsored a sporting event. Of course, there are other presidents that go on the air, but this one does not say, "My friends." I am referring to Joseph Spang, jr., who is today president of the Gillette Safety Razor Company, and was formerly vice-president in charge of sales at Armour & Co.—I beg your pardon, vice president of Swift & Co. We might say he began life shaving hogs and he ended up shaving men. Joe Spang!

Mr. Spang Confident

J. P. Spang, Jr.: Gentlemen of the National Wholesale Druggists' Association and Fellow Prophets at the speakers' table: It is with unusual pleasure that I approach the very difficult topic assigned to all of today's speakers, namely, "The Drug Business in 1950." And who wouldn't take pleasure in going out on the same limb with such distinguished company? But I sincerely feel that your program committee has very definitely imposed upon you in asking an ex-pig-sticker, like myself, to handle such a difficult subject.

Although my colleagues have not appeared with the standard props of working prophets—a long, grey beard and crystal ball—I am sure that I shall learn a lot from their predictions, backed as they are by experience and knowledge.

And now for my bet in the 1950 Futurity:—

In preparing my prediction, I found myself growing more and more grateful for that word now in the popular parlance—"Blitz"—although we assiduous newspaper readers have learned that it, in combination with "Krieg" means lightning war. And that word "Krieg" better expresses today's conditions in this fast-changing world and better illustrates the futility of prophecy than any word I know. It certainly is descriptive of modern business. This is a day of blitz-business—lightning plans and lightning action. Now, as never before, it's a case of quick or dead.

Today beware planning future strategy entirely upon past experience. For tomorrow's telegram may alter the whole picture and you've got to be fast on your feet to meet the challenged conditions. Why, just a year ago the Maginot Line was impregnable and France, Belgium, Holland, Denmark and Norway were free.

Yes, recent events in Europe would have made a monkey out of most any prophet. And despite my confidence in the brains, initiative and merhcandising ability of those who head up the drug business, I still realize that this industry is subject to the influences that affect other fields. So any prediction must be based upon the conditions all of us must face in 1950.

Now Europe may not provide a pattern. I do not believe it does. And I fervently hope it does not. However, illustrative of how conditions can change, and the influence exerted on business by the European cataclysm, is the experience of my company.

With Gillette selling in practically every country of the world and manufacturing in many, including the belligerents, the natural functioning of our business in these countries during the past year has placed us in a position to make something of a Blitz-prophecy. Gentlemen, it seems astounding, but it is a fact that in spite of modern warfare, business seems to go on almost as usual. People make, sell, and buy merchandise, including, of course, razor blades. To justify this statement, I should like to present a few pertinent sidelights of the foreign business situation as it applies to us. I said "sidelights"—and not the kind of lights described by a man who had returned from a deep-sea fishing trip. He wandered into the recreation car salon and was sitting next to a fellow and had a couple of highballs. The one fellow said to the other, "What kind of luck did you have?"

"Boy, I had good luck!"

"Is that so? What did you do?"

"I pulled in a 700-pound marlin."

"A what, a 700-pound marlin? Boy, you did have good luck."

"What kind of luck did you have?"

He said, "I had very good luck. I had an unusual experience. The second day out, I had this drag on my line. It wasn't a strike but a drag, and I hauled in and do you know what I had on the end of my line?"

He said, "No, what did you have?"

He said, "I had a shiny ship's lantern."

"Oh, no, you didn't do that!"

"Yes, and what is more, the light was lit in it."

"Say, now listen, big boy, I'll knock 300 pounds off that marlin if you will blow out that damned light."

Well, unlike the fisherman, I'll stick to facts.

Conditions in Europe

I think you may be interested in what has happened to our European business. People invariably ask us about it and are astonished when we tell them that our volume is high and our profits substantial. Of course, to coin a pharmaceutical phrase—there's a fly in the ointment—a fly, I might add, about the size of an elephant. Earnings are substantial—but taxes and exchange restrictions prevent realization of those earnings in Boston.

Our factories in Germany and England are going at capacity and aside from the obvious fears, such as bombings, our only concern in the latter country is that demand exceeds our capacity to produce under existing circumstances.

If I could, I would give you some inside "dope" hot from our people in the warring nations. But judging by the tenor of letters received from our foreign organizations, they seem to know less about some aspects of the war than we do on this side of the Atlantic, and about other aspects of the war they think it better not to say anything.

It is a great tribute to the fortitude of the British that while we here are reading of the devastating bombings in London (incidentally, our factory is only twelve miles from London) communications from our English executives are identical in most respects with letters written before the war. The regular routine correspondence, including exchange of ideas for improvement of the business and manufacturing processes, continues just as it did before the Blitzkreig.

It is a remarkable tribute to those fellows over there, they are planning now for things they are going to do two and three years from now and going through this terrific devastating bombing right at their back door.

We have a factory in Warsaw. Five weeks after the invasion of Poland, we had not received a line from that subsidiary. Then from Berlin came word that the factory was again in operation. Our advice from Germany pointed out that the present Polish market is of much smaller area than formerly and to quote a recent letter, they say, "Industrial and commercial conditions do not yet seem to have consolidated."

I don't know just what that "consolidated" may have meant. Maybe the fellow meant it was a hell of a mess.

To continue, "It is too difficult to express an opinion as to the development in the near future."

Our business reports from our German subsidiary are more impersonal than ever, but they still give the facts. The accounting system of all German industries is regimented. Each industry is directed just how to keep its accounts and what information is to be released to the so-called "foreign partners."

You may feel that I am straying far afield from today's topic and possibly I am. But, at least, I do illustrate with specific examples the sweeping change that can take place with an established business in a few short months—let alone in ten years. For example, having concealed certain vital machinery of our Paris factory, our French officials fled Paris with a supply of merchandise and their records before the German armies, and a semblance of order had scarcely been established before our employees there fought their way back to work—and the factory is again back in operation.

Reports from there of those days read like fiction and tell an almost incredible story of loyalty and devotion to the business. Oh, it goes beyond loyalty

IN ACTIVE
PRESCRIPTION DEMAND

Bromic Compound
Camphella
Ferro-B
Hexa-Chloride Compound
Mandelasol
Tablets Iod-Ethamin
Tablets Oxiphen
Pellitol
Tablets Phensal
Siomine
Visco

PITMAN-MOORE
COMPANY
Indianapolis

In powder form for making a delicious, nourishing food-drink. Natural and chocolate flavors.

GREETINGS - - N.W.D.A.

HORLICK'S

New Low Price Means

(*a*) *More Sales*
(*b*) *More Profit Per Sale*

and the profit margins for the wholesaler have been protected.

Horlick's are operating under Fair Trade in all States where such laws exist

HORLICK'S MALTED MILK CORPORATION
Racine, Wisconsin

In tablet form—10c and 25c flasks. Packed in attractive display cartons.

to our particular company — it is a loyalty born of the belief that business, as the salvation of the world, must carry on! I'd like to give you a picture of that French situation, but time does not permit. However, I can quote a brief statement from the manager of our French operation, who, under indescribably trying conditions, had fled with his staff in the hope of keeping the business alive.

He wrote: "Finally, we and our trucks arrived in Bordeaux, with the German armies pushing on behind us. We scoured the city, where we found nothing suitable or available for office or warehouse." Imagine hunting for an office almost under the muzzles of an invading army! Then our manager tells of German occupation and says, "Our only worry now was getting back to Paris, getting back to the factory and office, and to our homes, hoping as hard as we could that we would find all as we had left them."

Gentlemen, may we hope that if conditions in the future are adverse, and the going seems tough, that we will remember the courage of the business man of France, pursued by a conquering army, seeking a spot where he can establish himself and his staff to resume operations.

Taxes and Regulations

Yes—1950, here we come! And let's meet change with the same courage displayed by business in Europe. Look at our English associates. Their profits now are subject to a normal tax of 42½ percent, and on top of this there is a 100 percent excess profits tax, which consumes all profits above a certain base figure computed on pre-war earnings. Thus, all possible increases in earnings are taken away in taxes. This works out in our case so that at the present time out of each dollar earned in England, we pay the government 75 cents in taxes. There's change with a capital C—and I venture to predict that staggering taxes are one thing we must face here, and resolutely, in 1950 and before.

In England, our folks have to fight for steel to meet demand for razor blades—and already have rationed supplies to two-thirds of a dealer's or wholesaler's purchases of the year before. In this connection, I recently received a letter from one of our English executives which contains a rather interesting interpretation of "The Limitation of Home Trade in Consumer Goods" act. He explains that although this act is designed to cut down home trade, it does not necessarily do so in every category. Speaking of the razor blade classification, he says, "The class in which we come is class nine, and covers a wide range of articles, such as furniture, electric fittings, all cutlery, hair clippers, knives of all descriptions, domestic hollow-ware of metal—kettles, pots, bins, buckets, pails, etc."

So there you are—it seems that the British drug stores, or rather I should say "chemist shops," are about to outdo their American cousins in the wide range of merchandise they carry.

In any event, the gist of the act provides that a dealer may purchase from manufacturer or wholesaler, two-thirds of the goods in each class which he had during the standard six months—but is permitted to make up his two-thirds in value in any way he likes; so he might by drastically reducing his purchase of knives, forks, spoons, pots, pans, etc., obtain far more razor blades than he did in the standard period.

So that's one thing that is happening to your colleagues abroad. Its interpretation to your business is anyone's guess.

At a hint for the future, it may interest you to know that to date belligerent nations have recognized our ownership of foreign subsidiaries and acknowledge our rights to profits,

The Facts Behind
"THE GREATEST DRUGGIST ACCEPTANCE IN THE U.S."

ACTUAL COUNT PROVES THAT

51% OF THE N.W.D.A. HOUSES

STOCK MM&R PACKAGED

ESSENTIAL OILS

EXCLUSIVELY...AND

THAT OVER 60% OF ALL

WHOLESALERS SELL IT!

ONE OF MANY REASONS

WHY MM&R IS FIRST

WITH U.S. DRUGGISTS

MAGNUS, MABEE & REYNARD, INC.
QUALITY ESSENTIAL OILS, BALSAMS AROMATIC CHEMICALS, ETC...SINCE 1895
16 DESBROSSES ST. NEW YORK, N. Y.

CHICAGO OFFICES:
180 N. Wacker Drive
CANADA:
Richardson Agencies, Ltd., 454 King St., W., Toronto

ESSENTIAL OILS
AROMATIC CHEMICALS
BALSAMS
FLAVOR BASES
PERFUME BASES
VANILLA
INSECTICIDE CONCENTRATES

D&O ESTABLISHED IN 1798

FOR THE DRUG AND ALLIED INDUSTRIES

When ordering your requirements specify "D & O"

REMEMBER, WE ARE

DOMINANT, BEING AMONG THE WORLD'S LARGEST AND OLDEST AMERICAN ESSENTIAL OIL DISTILLERS

Thus in our trade mark is your guaranty of quality products and efficient service as rendered by our organization having a background of 142 years of business ability.

DODGE & OLCOTT COMPANY
180 VARICK STREET, NEW YORK
BOSTON CHICAGO PHILADELPHIA ST. LOUIS LOS ANGELES
Plant and Laboratories: BAYONNE, N. J.

THE BAKER CASTOR OIL CO.

BAKER'S CRYSTAL O. & T.
A. A.
No. 3

Also
Baker's Special Processed Oils
(For all Lacquers, Artificial Leathers and Coatings in general)

DEHYDRATED CASTOR OILS
AND ALL
CASTOR OIL PRODUCTS
AND DERIVATIVES

Oldest Producers of Castor Oil in the United States

120 BROADWAY NEW YORK
Established 1857

whether we are allowed to realize these profits in American dollars or not.

And, in line with my topic, I predict that regardless of the war's outcome business will be done. Our medium of exchange may be different, our system of bargaining may be different, but the exchange of goods will continue.

Now, to get back to the good, old U. S. A.:—

As Others See It

To give you a glimpse into the future of the drug business, I asked several authorities to gaze into the crystal ball and give us the picture. These men are recognized for their unbiased judgment and their acute knowledge of every phase of the drug business.

George Bender, editor of the National Association of Retail Druggists' Journal, writes, in part:

"I look for an orderly progress in the drug field and for healthy conditions to conditions to continue developing. I don't believe there will be any radical changes because the drug business is a pretty stable industry. I look for better drug stores—improved both from the professional and merchandising standpoint."

Mr. Bender further states that there will be a definite increase in promotion of the druggists' professional department but does not look for a great split between the professional and merchandising types of stores because—and I quote:—

"The vast majority of people in this country still get their drug service in the smaller towns where a general type drug store service is needed, and in which environment neither of the highly specialized types of drug stores—the professional store or the aggressive merchandising store—can exist."

Kenneth Bonham, editor of American Druggist, envisions a new type of pharmacist in 1950 whose superior training will result from improved pharmacy school curricula. There will be a master coordinating body for all branches of pharmacy to establish and disseminate merchandising and scientific information, to direct an institutional advertising campaign for pharmacy, and correlate legislative and all other efforts. And, Mr. Bonham further states present-day advertising will establish the use of cosmetics by men ten years from today. After all, Ken, that's not so new—the Indians used to do it.

Robert L. Swain, editor of Drug Topics, confidently predicts that the drug store of ten years hence will be a finer drug store, and will therefore occupy a finer place in the estimation of the public. Certain it is, he feels, that drug stores will be larger, more attractive and will be more efficient in serving the needs of the public. He looks for a rise of efficiency, particularly in merchandising activities and is certain that the drug stores of the future will be much more closely identified with the distribution of nationally advertised products, and that they will seek to build themselves upon the quality, prestige, and permanency of those products which have won and retained consumer approval.

And there, gentlemen, you have a brief digest of predictions uttered by top journalists and prophets of the drug business.

Statistical Shifts

Today, cast as I am in the role of prophet, may I base a prediction or two upon the United States census of 1940? The preliminary figures point to certain changes we all must make to keep pace with the parade. For example, cities are growing more slowly than the country as a whole, while some industrial communities actually have been losing population. That, gentlemen, means more intensive cultivation of the smaller markets. Indications are clear that industry is decentralizing—just as new shopping centers spring up in outlying districts of cities and bring about a new distribution of business.

Today there are fewer children and more adults than there were ten years ago. Does this mean less babyfood and baby equipment in 1950 and more drugs and accessories for the aged? Possibly it does. Unless an increasing number of new products for youngsters, plus the inevitably results of the numerous recent draft-escaping marriages may completely reverse this trend.

In any event, these advance facts merely point out trends which the wise prophet or businessman should watch closely.

Again speaking of trends, it has been interesting to observe in the last generation or two how the general store gave way to the specialty shop and how our drug stores have reversed this drift and became general purveyors of merchandise. And today certain drug outlets have determined to limit their lines and specialize to a greater extent on strictly drug merchandise. Tomorrow — who knows? The trend may completely reverse itself and the process may begin all over again.

I spoke a moment or two ago about draft marriages. Now the draft will bring about a sharp increase in the market for products used in personal care. Thousands of young men will be introduced to a toothbrush for the first time—and others will learn the advantages, the comfort of regular modern hygiene. You can expect heightened demand for toothbrushes, toothpaste, soap—yes (and look out for the plug) Gillette blades, too.

I won't stick my neck out and venture a guess about the influence of government upon the drug business ten years from now, but I am not afraid to venture a prophecy hinging upon the present political campaign, there's plenty of sound and furor. It reminds me of a friend of mine at our last college reunion. He woke up with the grandfather of all hangovers and was just about to partake of one of those effervescent remedies or morning-after drinks, in this case, not like Pat O'Malley's story the other evening, it was unbranded. He gave it to the fellow and he took a sip and put it down, and his pal said, "What's the matter? Don't you like that? Don't you like the taste of it?"

He replied, "I don't mind the taste of it. Boy, I can't stand that damned noise."

To put reverse English on that one: Let's don't worry too much about the noise—or the outcome of the election—no matter how ardently we hope for our candidate. Business is going to be better and on a sounder foundation ten years from now.

To conclude this Blitz-Prophecy, I firmly believe that the drug business—wholesaler, retailer, manufacturer — is ready and able to meet all the Blitz-Challenge of a changing world; that ten years will bring a better understanding throughout the industry and a better appreciation by the consumer of the important service the industry renders in bringing about a happier, healthier, more abundant American life. To quote the everlastingly famous statement of the elder J. P. Morgan: "Never be a bear on the United States," modernized by Charlie Schwab to: "Don't sell America short."

I say, "Don't sell America short—don't sell the American drug industry short—now—ten—or one hundred years from now."

Mr. McPherrin: Thank you very much, Mr. Spang!

I know that a lot of you have been wondering what was going to happen if or when. We are very glad to hear what Mr. Spang had to say on that subject and the other thoughts he expressed.

Now we are going on quickly to the next speaker. He is a man who has been quietly active in every good movement in business that he thought he could contribute anything to. He has not been out in front all the time, but he has contributed his wisdom and his knowledge as he saw, whenever he thought it would do some good. He rarely appears on a program like this, and we are most fortunate this morning to have him with us to talk to you now on 1950; and I haven't the slightest idea what Harold Thomas, president, Centaur Company, is going to tell you, but here is Harold Thomas!

Mr. Thomas Looks at Consumer

Harold B. Thomas: Mr. McPherrin, Gentlemen, Fellow Performers: You know my friend, Mr. Nejelski, said that a business man had made Hitler, a business man had made Mussolini, a business man had made Franco; but I never heard of any business man making Roosevelt.

1950 Here we come—ready or not; or, what is going to happen in the drug business in the next ten years, in the next ten minutes. As these gentlemen have all told you, if we could do that, it would be the neatest trick of the week. Mr. Brooks said that he ought to characterize himself as Jules Verne, and I would add Horatio Alger and Papa Tolstoy and Michelangelo, and if all of those fellows collaborated, they might get a best seller; but I am not sure.

If you can answer three or four very simple questions for me, maybe I could answer a few of these things in the way of forecast for you, oh, just simple questions like, Who is going to win the war? Are we going to get in it? Who is going to be the next President? and a few things like that. Then we might be able to tell what is going to happen to the drug business. But I don't believe you can do that with any greet degree of certainty, and I am sure I can't forecast the next ten years in the drug business with any great degree of certainty. So if we will leave the thing now established as a guessing contest, rather than forecasting, we will take a little look, maybe we will pose a few questions that you might think about.

In the first place, I think that by and large we are all apt to overlook the most important person in the drug business and that is not the retailer or the wholesaler or the manufacturer; that is the consumer. Now the consumer has been in your picture as wholesalers and in our picture as manufacturers for a long, long time. My grandfather belonged to the consumer movement many years ago; he didn't know it, but the reason I know that he did was because my father told me about a horse trade that he engaged in out in Indiana when he

was a young man, and his object in life then was to get the most for his money, and that is exactly what the consumer wants to do, and if you don't believe it, turn your eyes inward, because you and I are consumers. And that is what we want to do. We have tried to do that for a good many years, and if we don't like what the manufacturer has to offer or the retailer has to sell, why we exercise our prerogatives as consumers, and we don't buy.

But the situation may be changing somewhat, because here a few years ago out of a fairly calm sky came what is now known as the consumer movement, and, boy, it created a furore. Everybody got to talking about the consumer movement; advertisers were very much exercised and concerned about this situation—probably should be. But you found on the one hand a group who wanted to go right out and do battle and fight the consumer movement, and you found on the other hand a group of people who wanted to sort of kneel before it and lick its boots and join it, or whatever the phrases might be; but out of the whole fracas there was also a group who wanted to find out what the hell the consumer movement was.

So the Association of National Advertisers and the American Association of Advertising Agencies combined together under the auspices of the Advertising Research Foundation. These associations gathered together in order to study this consumer movement and they first found out who were the organized groups that were, shall I say, holding forth in the consumer movement, and then they found out there were quite a number of them, and that these organizations of women generally, although there were some organizations of men, had quite a number of members, and they found out that they had leaders who were very definite in their ideas and they talked with these leaders and they read their printed words and they got some of their friends to sound them out privately and they found out what these leaders of the consumer movement had in mind. They went to Washington and they talked to various officials in governmental departments and in the agencies to find out what they had in their minds and finally—not finally, but they also went to the schools and colleges, and, bless my soul, they found course after course and book after book on the consumer movement, how to get the most or more for your money, all very interesting and all very illuminating, but then there remained the question, who knows anything about this besides the people who talk about it and write about it?

So we persuaded our good friend, Dr. George Gallup, to come to our assistance and we ran a Gallup poll on the consumer movement and we asked them a lot of questions, some twenty-five or twenty-six, to try to find out the degree of penetration of this consumer movement as evidenced by the organized public or the organized leaders of the movement, how far it had gotten down to the rank and file, and that was all plotted out.

Now, then, that has not been published and it hasn't been broadcast, for a very good reason; it was merely a cross section. It was merely a balance sheet. It merely showed the situation that has existed last year, and it could have been interpreted that all of a sudden things were all going to pot or everybody was all right, and it could have been interpreted any way you want to do, because we don't know, or didn't know, the difference between last year and the year before that and the year before that and the year before that. We can't go back, but we can go ahead. So right now a good many parts of this study are being continued and carried on and when we complete that, we will be able to picture the change that is taking place in the one year's time, and we are going to do the next thing next year and the year after, and maybe by the time three or four of these studies have been completed, we will be able to chart and plot a trend and from that we may know better what the consumer wants.

Well, now, what has all this got to do with the drug business? I think it has an awful lot to do with the drug business because what the consumer wants is what the retailer has got to sell them and what the wholesaler has to sell the retailer and what the manufacturer has to make him sell the wholesaler and the way they want it and where they want it and all the things that enter into it, the advertising that goes behind it. It has all got to please the consumer.

So I forecast only one thing, that the very real and lively interest now shared by, I think, comparatively few in an intelligent look at the consumer movement will increase and broaden because we are all going to know a lot about the consumer movement over the next four or five years, and it is all going to have a very real effect and bearing on our businesses. So much for the consumer. That is only one little part of it but it is as far as I can go.

Shifts in Retail Outlets

Let's take a look at the retailer. In 1920 there were forty-seven retail drug stores for every 100,000 people, that is a round figure, but it is approximately right. That was in 1920. In 1930, there were forty-seven drug stores for every 100,000 people. In 1940, there are still forty-seven drug stores for every 100,000 people. In round figures, that is about right. That looks like a pretty stable business. It goes along, the population goes up and we have a few more drug stores and everybody is happy and everybody is satisfied. We go back and according to the best figures I can find, in 1920 the operating expenses of a retail drug store, including the proprietor's compensation, was 28 percent. In 1930, it was 28 percent; if my information is correct, it is still 28 percent in 1940. It looks like a pretty stable sort of operation there, doesn't it?

On the other hand, let's take a look at the volume. If my figures are correct, the average volume of a retail drug store has decreased 20 percent in the last ten years. For the independent, I guess it is nearer 30. Well, times have been hard. That will probably come back again when business gets a little better, and it may be all right; maybe it won't, I don't know. But within that framework of the same number of stores and the same operating expenses and a volume down a little bit, that will maybe come back.

There would appear to be quite a number of changes that are going on, and, good Lord, I couldn't stand up here and attempt by any manner of means to tell you all of them because, in the first place, I don't know, and, in the second place, I haven't the time, but I would just like to give you two little facts that I think are important and they deal with a department of the drug store where in my opinion there has been a very radical change.

There is a classification of goods called toilet soaps for facial purposes. I don't know who ever gave it that name, but it doesn't make any difference. Suffice it to say, it is quite a substantial volume of business. About ten years ago the retail druggist did about 40 percent of all that business. According to the best information I can get today, they do about 16 percent of that business, and there is more business done today than there was ten years ago.

Just as a parallel to that, ten years ago the grocery store did about 6 percent of that business, and today they do about 60 percent of that business.

Now let's jump from a narrow classification like that and take this broad, overall classification of toiletries, not confined to my good friend Herman Brooks' goods, but all goods that come into that classification, which represents a very large volume. I don't know what it is, several hundred million, I guess.

As I recall it, the volume of that type of goods in the retail drug store in the last ten years has gone off about 17 percent, a loss of $40,000,000 in volume, wouldn't you say that is about right?

Mr. Brooks: Yes.

Mr. Thomas: That is just out the window; it is gone from the retail drug store, and in that same ten years, the total volume in all toiletries has risen considerably. I don't know whether it is $50,000,000 up, or something like that. It is way up, anyway, from what it was. Where did it go? Well, the department stores have increased 68 percent, while the retail druggist was going down 17. The variety stores have increased 110 percent while the retail druggist was going down 17, and the mail-order houses have increased just about 400 percent, while the retail druggist was going down 17 percent.

Well, now, you know I don't believe most of you wholesalers and retailers really realize the change that has taken place in the avenue of distribution of toilet goods, because I don't think you know how much of it is sold through these other types of outlets. Now, gentlemen, that is a little change, and I merely mention that one thing to indicate the change, and it is all taking place among retail outlets that we know. The variety store is not new; the department store is not new; the mail-order house is not new. All were in retail outlets that we know.

More and More Change

Now here comes another one. I don't know what it is going to amount to, but back in 1931, no bigger than a shadow, you know, that cloud like a man's hand on the horizon, out in California, somebody started a supermarket. Well, it didn't go so very fast because it took them six years to get up to having 3,000 units, supermarket stores in the country. But in the last three years that 3,000 has jumped to 7,500, and the total volume of business is estimated at $1,500,000,000 in those 7,500 outlets. I don't guarantee the figures, but that is what the estimate is.

Well, why talk about supermarkets when we are talking about the drug business? Well, for three reasons. In the first place, about 25 percent of these supermarkets now handle a good many items that are ordinarily thought of as drug store items. In addition to that, the supermarket has an estimated operating cost of 13 percent. It seems kind of low to me; but if it is 15, is is still low.

VITAMIN PRODUCTS
(High Potency Fish Liver Oils)
AGAR AGAR—All grades
MENTHOL
CONSUMERS IMPORT CO., Inc.
342 MADISON AVENUE
NEW YORK, N. Y. Tel.: VAnderbilt 6-5722-3-4

In addition to that, they probably have the greatest store traffic of any type of retail outlet that has ever been known, which means that Mrs. Consumer likes to go to the supermarket to buy.

Well, I don't know in the next ten years whether this line of progression from one in 1931 to 3,000 in 1937 to 7,500 in 1940 and skyward figures in 1950—I don't know. I suppose something will offset that, something will come along to dampen its progress in some way or other. But in any event, it certainly paints the picture that within this fine, stable, old industry of ours, there are very basic and fundamental changes that are occurring, and, in addition to that, it would seem to indicate that the speed and rapidity with which they occur is increasing. Perhaps it is the tempo of modern life, I don't know. But if that is the case, by 1950 we may be experiencing some very radical and severe changes.

I just would like to comment about this, that as a manufacturer, I don't like it; not that I have a thing in the world against variety stores and supermarkets or what-have-you, but it complicates my business and I think I can say that for all manufacturers. If I could just sell the wholesale druggists and the retail druggists and quit there, wouldn't that be beautiful!

I am going to jump back to Mrs. Consumer now, and I am going to tell you if Mrs. Consumer insists on getting her goods and insists on getting them at the supermarket, she will either buy them there or she won't buy them.

Gentlemen, we know the old story that water runs down hill, that is, it does unless you dam it up, and if you dam it up it dries up. That is just about the same way with business and the laws of economics. Mrs. Consumer is going to buy goods where she can buy the cheapest and the most conveniently, whether we are ready or not in 1950. That is where she is going to buy it, and if we don't supply it to her, where it is the cheapest and the most convenient for her to buy, why she just won't buy it, and that will be that.

Now don't interpret what I have just said as a crack at fair trade, because it is not that way at all. My viewpoints on fair trade are too well known for me to need to defend them here. You can have stabilized prices without having them too high, you know. And so I merely said that she is going to buy them where she can buy them the cheapest or the most conveniently.

Now, then, that doesn't prophesy the change that is going to take place, because, as I said, that is a guessing game and this is a guessing game rather than a forecast, as far as I am concerned. So I am going to step over just one little point further, and I will take up the manufacturer, and if you fellows could guarantee for me that the name of that little town up on the Hudson river isn't to be changed from Hyde Park to Brechtesgaden, maybe I could tell you what is going to happen to us; I don't know.

In any event, we know that there are three things of which we can be sure. One of them is more taxes and more taxes and more taxes. The second one is more government control and more government control and more government control. The third one is more competition.

What are we going to do about it? Looking forward to trying to forecast what we will do, well, there are a lot of things. Naturally we are going to try to make the very best products that we know how. We are going to try to use all the scientific information and talent that we can get. Then the second thing is that we are going to try to distribute goods as intelligently as we know how within the round and framework of the change that may take place in the distribution end of the business.

Evaluating Advertising

Finally, and perhaps here is where the greatest progress will be made, is that we are going to try to get more for the advertising dollar than we spent. There are a lot of ways we can do that, and you people are perhaps not a great deal interested in it, so I am going to short-circuit it pretty quickly. I will just say we have organizations like the Audit Bureau of Circulation which determines definitely circulation figures for magazines and newspapers and we have got the cooperative analysis of broadcasting which gives some idea about the listening audience, and we have got a newspaper readership study that continues and goes along and tries to tell you whether anybody reads anything that goes into the newspapers. We have a proposed magazine readership study coming along. We have a proposed joint marketing area study, where all will get together and agree, God knows I hope they will, on some basis for a general evaluation of marketing area and data, and so on. I could go on and on and on; the roof is the limit. This Advertising Research Foundation seems to have as many ideas as a dog has fleas, and most of them are pretty good, apparently, because somebody is willing to put up some money to try this, that or the other thing.

Out of that whole thing there ought to be on the part of the manufacturer provided for him a great deal of information by which he can select his media more intelligently, that is, whether he is going to have this newspaper or that or this magazine or that or this radio station or that, or even Mr. Brooks' television when this thing comes around—just around the corner.

Now, then, in addition to that, he has got a lot of methods of copy testing that he can employ which is rather technical and dry, and I could talk for an hour on it, but you wouldn't want to listen to me, so I won't. The point I make is simly this, that we can go back, oh, maybe to 1875 or 1850, we will take—he set the date—and from there on we went through sort of an industrial revolution, and everybody said that it is up to us to get high efficiency in our production process. We even produced that funny animal called the efficiency engineer. Do you remember him? And we did succeed without question of doubt in establishing the most remarkable production facilities that the world has even known. And then the accent changed, perhaps along about 1900, I don't know, until the pressure was put on the sales department to prove their right to certain appropriations and certain expenditures, and I think you will all agree that the pressure is still there, but that it has helped a lot, because our selling operations are better today, I think; but nobody ever touched this advertising department until just here recently when times got a little hard and the advertising department came into the big boss and he wanted an appropriation for $500,000 or $1,000,000 and at long last the big boss said, "Well, by God, what do I get for this?"

And it was kind of hard to answer, too.

That is what happened and out of it all we want to try to get more for our advertising dollar and to bring advertising more from out of that realm perhaps of a fevered dream into the realm of a modern, everyday science, I don't know.

In conclusion, I am just going to say one thing and this I think I can forecast, and I believe whether you like it or not, you are all going to agree, and that is over the next ten years we are all going to have to work like hell. You know it is all well enough to have old age pensions and social security and draft the boys for the army and be sure their jobs are there when they come back and pay them when they are away and have relief and all of those things; they are fine, and they are dandy, but they don't really produce a whole lot, and it is production that makes the world go round. And if you kind of read along between the lines, maybe you will realize that the safest forecast that we can possibly make is that we have got to be tough and we have got to work. Thank you!

Mr. McPherrin: I know you would like to applaud more, but we have to get on with the program. That man told me he didn't have a thing to say. Why do you want to listen to him? He certainly put some questions out to you here.

If I might be allowed to summarize a little bit, I think he put up one question for those of us who are interested in advertising and distribution, which could be said this way, that of course we do want to make the consumer buy our goods, but Harold has presented another question here we haven't talked much about; we have got to make him want to buy our goods in drug stores. There are two jobs there. The manufacturer has created a demand for his goods among the consumers; as Harold said, the consumer is the final answer, and we have got to make him want to buy those goods in the drug store. It is a new problem for us. It isn't new; it has always been with us, but we have to think about it more.

Now we come to that part of this program that some of you have been wondering about. What is that guy going to say. We have a man who said, "Just introduce me. Ah, just say he is a retail druggist."

Well, I will say that he is a retail druggist. I will also say that he is a very successful retail druggist. He happens to have a few other occupations. He was originally an accountant; maybe that explains some of his understanding of adding up and making two and two equal four, and not five and one-half or something. He has the respect of the manufacturers of Illinois that happen to see him now and then. We like to sit down and talk to him; sometimes we learn things from him. He once worked in a wholesale house. That may surprise some of you. And I know this, that whether or not you agree with his ideas, he is a man that you can, and I am sure will, look up to—Joe Shine!

Shine Asks Sales Aid

Joseph J. Shine: I really don't know why John put us up on the stage; for

SMITH, KLINE & FRENCH
LABORATORIES

105-115 N. Fifth Street - - - - - Philadelphia, Pa.

Manufacturing Pharmacists

MANUFACTURERS OF

Eskay's Neuro Phosphates
Benzedrine Inhaler
Benzedrine Sulfate Tablets
Benzedrine Solution
Feosol Tablets
Feosol Elixir
Oxo-Ate 'B'
Pentnucleotide

my part, I could have stood on the floor and did just as good a job.

I came here, figuring I was going to be a lone wolf, figuring that I would be the only druggist, and I was going to be all by myself. Then I found that the pigsticking episode of this program seems to predominate. Some fellows started in the yards, grew big in business. It seems as though I grew big in stature. I claim that I am exhibit A of the vitamin industry. I am exhibit A in the vitamin industry because of the fact that I have been using vitamins since birth. I was born, raised and lived all my life less than one mile from Swift's plant. I have been inhaling these viatmins all the way along the line. By inhaling vitamins, I imagine we get them just as well as some of these pharmaceutical manufacturers who say you have got to take four a day or six a day or eight a day, with the hope that the cash register will ring in the corner drug store. So I would advise most of you fellows that feel run down to move back to the yards, and you will either become big in business or just plain big in stature.

John said that we were going to talk something about the drug business. I'll admit that the drug business is composed primarily of consumers. Consumers are those that make the cash registers ring in the store, that make the cash registers ring in the wholesale house, and make the cash registers ring in your individual manufacturing plants.

To look forward to the drug store of ten years from today and make a definite statement as to its operation would be a very hard task. Business is like a game of checkers: you cannot make a move until you find out what either the consumer or competitor does in his move. But, like checkers, there are certain plans of procedure that have been followed for years and will probably be followed for a long time to come. There are certain requirements and improvements that are outstanding and show the way to a rebuilding of the retail drug business. The question before us in this chummy group forum is: What can be done to eliminate the harmful trends and what can be done to improve those that are beneficial?

As I see toward the future, there are two outstanding trends; first, there is a definite trend toward more professionalism in all pharmacies in the nation. The trend is exemplified through a recent survey by Drug Topics, released on September 23, 1940, which gives the following percentages pointing toward the upward trend:—

	—Percent— From 1938.	From 1929.
Increase in U. S. 1939 prescriptions	3.5	23.0
Increase in U. S. 1939 prescription dollars	5.7	21.6
Increase in 1939 prescriptions per store	3.6	18.5
Increase in 1939 prescription dollars per store	6.2	16.0
Increase in 1939 refills per store	0.3	3.3

The trend can be emphasized in another way, by showing the relationship of prescription volume to total drug-store sales:—

	1939.	1938.	1929.
Percentage of prescriptions to total volume	17.9	17.4	12.4

The prescription department is now really the heart of the drug store—a healthy heart.

This will, of course, be spurred on to a greater extent if any legislation is passed toward socialized medicine. In the city of Chicago, in a semi-socialized plan of distribution of drugs and medicines to the indigent, an arrangement has recently been made with the pharmacists that medicine will be furnished on doctors' prescriptions on the following basis:—The cost of the ingredients, plus the cost of the container, plus 50 percent profit, and, to, this, a fee is added to cover compounding time, computed on the basis of $1.80 per hour. That is being fairly well paid for medicine to the indigent.

Should socialized medicine be introduced, there is no doubt in my mind that arrangements can be made for compounding such prescriptions on a similar basis, thus giving the professional work of the pharmacist a much greater volume.

In my opinion, this general trend toward more professionalism was aided to a greater extent by the manufacturer-retailer axis than the wholesaler-retailer axis.

The Job of Selling

The second important trend is moving toward voluntary chain groups. Not like the voluntary chain groups of old, as a buying club, but now as a selling club. As most are beginning to realize, it is a lot easier to buy than to sell, and buying is a lot less important than selling. Selling is, of course, the major part of the retail industry, and retail druggists are taking examples from other lines of industry, particularly the grocery field, where selling has become the greater part of their business.

Recently a large syndicate grocery unit built a general office building in which the buying department was carefully tucked away in less than a quarter of one floor of the entire building, while the selling and selling research departments occupied two whole floors. This selling research is the thing that is so totally lacking on the part of most retail pharmacists who are not affiliated with some system that has a definite selling plan. Retail druggists are now ready to apply this grocery chain's ratio to their business.

In addressing the N.W.D.A., I would first like to say that I consider the retail drug stores and their merchandising and selling problems a three-way partnership. In this partnership there are the manufacturers, wholesalers, and retailers. The manufacturers do a selling job by advertising and promotion that bring customers into the drug stores. Retailers do their selling job by display, local advertising, and counter salesmanship. Now, the question to put before this group is—What does the wholesaler do as his part of this selling partnership?

The wholesaler introduces and acts as a service outlet for manufactured goods; but in most cases I feel he does very little in selling the merchandise through the retailer. Generally, wholesalers are interested in selling-promotion only as it relates to the sale of expensive equipment to a druggist. The high-pressure methods frequently used by a wholesaler merely sell goods into a drug store. But if the wholesaler were to plan his selling, not into a drug store, so to speak, but through a drug store, that I believe would be the more successful operation for all the partners. Merchandise that has been sold into a drug store does not help the wholesale house if it lays on the retailer's shelves. The retailer is naturally resentful. He not only blames himself, but also the sales representative and the wholesale house. This type of selling in turn builds a barrier in the partnership for the purchase of merchandise that can be sold through.

The expression, "selling through," is a type of merchandising that takes advantage of every possible sales opportunity by continued cooperation on the part of the seller to the retailer, even after the merchandise has been delivered to the retail outlet.

How Selling Through Works

I believe the most potent case in drug store cooperation that can be offered as an example is this: There are two large manufacturers in the United States distributing and selling salted nuts. One merely furnishes a case and nuts, and it is up to the retailer to do the selling job. The second one maintains a complete selling program. Case and nuts are delivered and on specific dates an operator comes into the store and works with the retailer and impresses him that he keeps the case in order and then the representative helps the selling program by contacting customers. Finally, the nuts move—mostly from the operator's effort and inspiration that is created through the retailer to the consumer.

A second example developed when silk stockings were brought into many wholesale houses. A stock display case was shipped to the retailer. A stocking expert set it up with real systematized operation. A sales promoter of the stocking company continued to keep this inspiration alive so that the merchandise continued to sell through.

To further follow through on this suggestion, this year open display on cosmetics was definitely tested, not from a promotion to sell fixtures, but from a promotion to sell merchandise. Test units were installed and reliable figures were obtained. One wholesale drug house decided that there was an opportunity to build a cosmetic business through its house and through the retail drug stores that it serviced. The wholesaler placed a merchandiser at the head of the department, who worked with the retailer in establishing a cosmetic business. Immediately this business increased two-fold among the company's customers.

Voluntary chains who merchandise their units have now picked up many ideas of a similar nature and are increasing the volume of the members of their system, who are average druggists.

This average druggist is the lifeblood of a wholesale house. The store doing an average volume of $20,500 a year has come a long way in the last five years. The average druggist has been able and instrumental in cutting down the chain store volume, according to Nielsen's figures, from 28 percent to 23.7 percent of the total drug volume. He has cleaned his store, rebuilt his fixtures, redesigned his layout, adopted modern store lighting, and altogether completely modernized his unit as compared to his former operation.

The question to take into consideration while this progress is going on is—What has the druggist's partner in business, the wholesaler, done to help him sell through, and what can the wholesaler do, besides extend credit or make merchandise available when wanted?

The greatest disadvantage the independent druggist has is the lack of a sales testing laboratory. The first partner, the manufacturer, would not present an item for the national market

Oldest Drug House in America

EST. Schieffelin 17 94 Quality Integrity Service 1794

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★ **PHARMACEUTICAL AND RESEARCH LABORATORIES . . . .** The pharmaceutical specialties of Schieffelin & Co. have a justly high reputation. Pioneers in the field of endocrinology, Schieffelin & Co. now supplies a line of well-known and respected glandular products.

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BACKGROUND FOR BETTER BOTANICALS

The personnel of S. B. Penick & Co. is deeply rooted in the botanical drug business. Most of the executives, technical staff and laboratory workers have devoted their business lifetime searching for newer and better ways to provide botanical materials for the manufacture of drug and pharmaceutical products. That's why they know practically everything there is to know about supplying botanicals. They know just what months to obtain certain crops for superior potency, how to grind the crude materials properly, how to convert them into basic derivatives for maximum performance, how to store and package. They are keenly alert to the slightest tendency towards price fluctuations and they endeavor to keep their customers informed of such. In short, they make the house of Penick the headquarters for botanical drugs of all kinds.

"PENICK" — *means everything in botanical drugs.*

We shall be glad to quote on your needs for:

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S. B. PENICK & COMPANY

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THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

until he had tested its sales potentiality in a certain area. A well-operated syndicate store would not change its policy of display or layout without first testing it to prove its merit in their operation. But the independent retailer has been forced to operate for years and years on a hit or miss method of salesmanship, because not enough tests have been made through his operation. This, I believe, is the duty of his partner, the wholesaler.

As in the nut case, the stocking case, and the cosmetic bar operation, tests were made on a proven sales plan carried direct to the retailer. Modern selling clubs such as are organized under Rexall system, Walgreen system, and service system, have done this very thing and have created sales consciousness upon the part of their system members to greatly improve their sales.

Sales-Building Aid Needed

It is my personal opinion that no wholesale house is complete without a definite merchandising department for the retail outlets it serves. Great care should be taken that this is not a selling department in itself, but a sales-building department. It should include a store layout specialist, not for the purpose of selling fixtures, but for the purpose of redesigning a store for the increased monthly volume of drug merchandise in which the wholesaler, of course, would participate. After the store is put in order physically, then a mental job is to be done by the inspiring sales plan. This sales-building department of the wholesale house should be in constant contact with the retailer's merchandising efforts and problems.

There are many departments in the average drug store that could be treated in the same manner as our above examples. The sundry department alone, which is responsible for a $1,200 average volume, $600 of which is involved in the photographic department, has a potential of $3,816. The candy department with the average drug-store volume of $1,000 has a potential of $2,400; surgical dressings, a $600 average department, has a potential of $1,200; vitamins, a $400 average department, has a potential of $800; cosmetics, a $1,600 average volume, has a potential of $3,465; cigars and cigarettes, soda fountain, prescription department and even patent medicine sales could be multiplied by proper operation.

The chain stores have not run into their high figures by merely taking business from the local retailer. Forty percent of their volume was created as new business to the drug-store field and these same plans could be carried to and for the retailers by a selling through operation.

The retailers' partners, both the manufacturers and the wholesaler, spend a great deal of time and money analyzing their problems and developing as systematically as possible the most profitable types of performances for their operations. Chain stores maintain trigger men and when one department falls down, a specialist is immediately put on the case and corrects it. A well-operated wholesale house maintains the same system. When one division of the wholesale house falls down—and it inevitably falls down because the retailer fell down—does the wholesaler follow through to correct it at the root of the evil—in the retailer's store? When a fire starts burning in a basement of a building, one should work at it from the basement and not from the roof. The retailer has very little money and very little training to develop these scientific methods for himself; consequently, his operation has been neglected.

Consequently, departmental losses in volume in a wholesale house should be worked on in the retailer's unit.

The wholesaling institution should be operated as the general office for a chain of drug-store units consisting of as many stores as the house has retail accounts. But there are too few wholesaling institutions in the nation that realize that they live entirely through the efforts of the retailers, and if the retailers are a failure in merchandising operation, the wholesale house suffers in an equal manner.

At the last convention of this organization, Dr. E. L. Newcomb, executive vice-president of your association, made the following statement in behalf of the organization's board of control:—

"When we compare the amount which is being spent on scientific research into the problems of distribution with what is now being expended on production, it seems insignificant. However, we believe that far more scientific research into distribution has been conducted in the drug industry than in most other industries.

"Needless waste has taken place through uneconomic distribution by manufacturers. This waste, we believe, would largely be eliminated with scientific studies of this problem carried on by manufacturers. The board of control and the officers of our association favor intensive scientific research of the problems of the manufacturer and the wholesaler as they relate to distribution in order to lower cost to the consumer."

You will notice that although approximately 30 percent of the cost of the distributed merchandise is involved in retailing, no mention is made to include the retailers' problems in conjunction with the other researches. This shows that even the wholesaler, who is the closest working partner of the retailer, has failed to perceive that he possesses a Siamese twin relationship with the retailer.

Further quoting, Mr. W. S. Townsend, nationally known advertising counselor, in an article discussing advertising and selling, made the following statement in part:—

"More of us know how to make goods than how to sell them. Production and distribution, therefore, are out of balance. That is our chief national difficulty. If one wishes to build a factory or a product, there are many technicians at his disposal. Successful production is therefore assured before it is even begun. To produce quantities of quality goods is now a comparatively simple process, but it is not so easy to sell those goods at a profit, for knowledge about selling has not been arranged in an orderly, scientific fashion and organized for instant use."

In Mr. Townsend's quotation—that it is not so easy to sell these goods at a profit—lies the secret of successful retailing operation; with successful retailing lies successful wholesaling, which, eventually, must affect manufacturers. In the end, all the partners would gain greater profits—at the same time giving the public greater service.

Cost of Helping Retailer

Mr. McPherrin: Thank you very much, Joe!

Now if there are some questions, I am going to ask they be collected. If you have any questions, hold up your hand. We will take a few minutes for these questions, because it is awfully late. You have been very interested, or you would not have waited. I think that is tribute enough for the job these speakers have done. Those of you who want to ask questions, get them out quickly; we are going to take five minutes for them.

I have a question here for Mr. Shine. This question is signed by L. I. Fitschen, of the Alexander Drug Company. He says: Please ask Mr. Shine how can the wholesaler stand the cost of this merchandising service? That is a good question!

Mr. Shine: Well that, of course, is a major problem of all research. It is a peculiar fact in the drug business all the way along the line, the manufacturer with all his increased costs of production, taxes, and insurance, is in practically no position, or in no case I know of has increased the cost to the retailer, wholesaler, or the consumer. The retailer, under fair trade, under the recent survey, has an increased cost of merchandise, increased cost of retail merchandise, from 1 to 3 percent. Further than that, he has a retail cost from the wholesaler of about 1½ percent, because of the last two meeting competition with fair trade and with the wholesaler. Consequently, all of us have borne an additional cost in the operations. I believe out of the 1½ percent the wholesaler has got addition in business, he should at least split it just a little bit and take it out of that increased gain.

Cosmetic Demonstrator

Mr. McPherrin: Thank you, Joe!

You can't have him all afternoon, although I think I can say that Joe will be glad to meet any of you any time. Joe is going out tomorrow night, so if any of you have any little arguments you want to get into, go ahead; but he is bigger than you are.

I have a question here for Mr. Brooks. Somebody knows something about this cosmetic business. Leo Lanigan wants to know if Mr. Brooks knows an answer to this question:—

If the demonstrator method of selling in department stores is completely stopped by the government, will it mean a loss of department store volume; and if so, to what class of trade will that volume go?

Mr. Brooks: Mr. Lanigan is one of those that I had numbered among my very closest friends.

I would say in answer to that question that if demonstrators were stopped by the government, in view of the particular type of merchandise which is growing in sales—I am now referring to beauty preparations—the drug stores would suffer. At a recent hearing in Philadelphia and Baltimore of the Federal Trade Commission, at which a number of cosmetic manufacturers testified, because of six of them now being up on charges relative to demonstrations of cosmetics, etc., it was proved, now that we have fair trade laws, the outlying druggists are getting the benefit of the educational work being done by the demonstrators in the department stores in the heart of the cities because the women no longer have to go down town to buy at a better price. When they do their daily shopping, they often stop and ask questions, and the local druggist, we

—Continued on page 81

Botanical Drugs, Spices, and Gums

Domestic Cultivation of Foreign Botanicals Attempted—Value of Crop Problematical — Shortage in Imported Items Grows Steadily—Many Prices Nominal

Stocks of imported botanical drugs grew steadily smaller last week. The shrinkage has gotten to the point where the pinch is acute and the total elimination of many items is in sight. Prices on practically every important item in the market are nominal. Since there is no general, open trading, and since the botanical drug dealers conserve stocks by selling mainly to customers of long standing, values mentioned on the open market mean very little. Actual sales may take place at prices either higher or lower than open market quotations; the price to be paid depends on who does the buying and from whom.

The outlook for stocks of domestic items grown for the purpose of supplying some of the void in drugs normally imported from Europe is none too encouraging. Numerous cultivation projects are underway in various parts of the country but the uncertainty of alkaloidal content leaves the future value of the domestic cultivated item highly problematical.

Botanicals of strictly domestic origin will likely be fairly well supplied from the 1940 crop. Needs for the coming consuming years have been fairly well and broadly covered. There is, however, much uncertainty of how much stock will be collected if the war lasts another year. Conscription alone will reduce field workers substantially.

Demand on spot was moderate last week. It had a steady quality that gave considerable promise for the future movement into consumption. The principal source of strength in the market was the growing shortage in stocks.

Balsams

Copaiba.—Routine market. Steady prices. Fair call.

Fir.—Fair movement at well maintained prices.

Peru.—Competition noted less aggressive. Steadier prices.

Tolu. — Business jobbing. Prices hold.

Barks

Buckthorn.—A little available at 68c. to 70c. per pound, subject to confirmation.

Cottonroot.—More jobbing demand. Prices steady.

Dogwood.—Gain in inquiry reveals firm prices.

Elm.—Normal interest displayed. Quotations gain firmness.

Soap.—Routine demand in good volume. Very firm undertones.

Beans

Tonka.—Needs being met amply. Very firm prices.

Vanilla.—Demand develops strength. Prices subject to confirmation. Offerings moderate and sellers show reserve.

Berries

Buckthorn.—Higher at 30c. to 35c. per pound and price subject to confirmation. Stocks very small.

Imports and Detentions

Entries of botanicals at the port of New York since the week of January 1, 1940, and the detention of these items by the Department of Agriculture because of the presence of matter rendering them unfit for human consumption were:—

	Bags Detained.	Bags Entered
Anise	662	2,689
Belladonna	69	305
Caraway	1,853	13,337
Cardamom (cases)	...	1,552
Celery	...	4,364
Coriander	2,889	17,202
Cumin	727	3,574
Digitalis leaves (cases)	1	1
Dill	...	199
Fennel	731	1,247
Henbane leaves (bales)	262	270
Mustard	2,800	5,744
Poppy	550	28,183
Sage leaves (bales)	...	249
Sesame	4,169	9,390
Stramonium	121	8,049
Thyme	...	3,284

Price Changes

Advanced

Arnica flowers, 25c. per lb.
Anise, Bulgarian, ½c. per lb.
Buckthorn bark, 23c. per lb.
Buckthorn berries, 2c. per lb.
Caraway seed, Dutch, ½c. per lb.
Russian, ½c. per lb.
Coriander seed, 1c. per lb.
Chillies, Japanese, ½c. per lb.
Mombassa, 1½c. per lb.
Cumin seed, Morocco, 1¾c. per lb.
Cyprus, 2c. per lb.
Cassia, China, select, ¼c. per lb.
Doggrass root, cut, 15c. per lb.
Dill seed, ¾c. per lb.
Ginger root, African, ¼c. per lb.
Henbane leaves, 60c. per lb.
Juniper berries, ordinary, 7c. per lb.
hand-picked, 10c. per lb.
Paprika, Bulgarian, ½c. per lb.
Hungarian, medium, ½c. per lb.
Algerian, 4c. per lb.
Saffron, Spanish, $1 per lb.
Sandarac gum, 8c. per lb.

Reduced

Celery seed, French, 1½c. per lb.
Indian, ½c. per lb.
Ginger, Jamaica, medium bold, 1c. per lb.
bright grinding, ¾c. per lb.
Marjoram, French, 1c. per lb.
Nutmegs, West India, ¼c. per lb.
Pimento, ¼c. per lb.
Turmeric root, Madras, ¼c. per lb.

Comparative Values

Index numbers compiled from forty typical botanicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
193.1	193.7	194.1	184.3

Market news that may have developed after this report was sent to press will be found on page 4.

Juniper.—Stocks shrink and prices rise. Ordinary, 45c. to 50c. per pound. Hand-picked, 50c. to 51c.

Flowers

Arnica.—Purely nominal. Sales at $1.10 per pound reported.

Chamomile.—No general market. Stocks at vanishing point. Quotations mean little.

Pyrethrum.—Kenya Colony continues cheapest market. Japan watched closely.

Saffron.—Spanish up to $24 to $25 per pound on rising call.

Gums

Arabic.—Sellers reserved. Replacements most uncertain. Little competition.

Asafetida. — Late advance maintained. Jobbing demand.

Benzoin.—Siam practically cut off. Sumatra almost so. Market sensitive.

Myrrh.—Firm. Moving well. No selling pressure.

Sandarac.—Market practically nominal at rise to 45c. per pound.

—*Continued on page 74*

Current prices on botanical drugs and spices are given in the alphabetical list of prices beginning on page 7

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COD LIVER OIL
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VITAMIN PRODUCTS
ORANGE OIL, Sweet
PEPPERMINT OIL U.S.P.
SAVIN OIL
AGAR AGAR JAPANESE
Shreds, Cut and Powder
ALOES, Curacao and Cape
BALSAM PERU
BELLADONNA LEAVES
BELLADONNA ROOT
CORIANDER OIL, U.S.P.
GENTIAN ROOT
GRAINS OF PARADISE
GUM ARABIC AMBER SORTS
GUM CAMPHOR JAPANESE
Powder, Slabs and Tablets
HELLEBORE ROOT WHITE
HERBE MENTHE
HOREHOUND HERB
IPECAC ROOT
LAVENDER FLOWERS
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LINDEN FLOWERS
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Essential Oils, Aromatic Chemicals

Coriander and Geranium Higher — French Oils in Dwindling Supply—Dutch Far Eastern Items Stronger—Anise and Cassia Strengthen — Fair Volume of Demand

A fair volume of demand reached the market for essential oils and aromatic chemicals last week. Volume was reported higher in some quarters, while others indicated that it was maintained readily at recent levels. Prices showed all of the strength that might be expected to flow from the conditions affecting future supplies of practically all imported goods.

Coriander was an item the supply of which dwindled materially and the replacement of which was subject to the fact that all foreign sources of raw material supplies have been practically cut off. The market was higher. Anise and cassia which come from China were naturally within the influence of the Japanese pressure on French Indo-China and on Hong Kong. Recent advances in price were consolidated firmly.

It became increasingly difficult to be certain of continuous arrival of geranium oil from the several primary markets and local values ruled firm at higher levels. Lavender cannot be readily replaced and the limited spot stock was strongly held.

Citrous oils were very steady, domestic products supplying the bulk of consumer demand throughout the period. Prices on the same remained steady at comparatively low and attractive levels.

Price Changes

Advanced

Coriander, $2 per lb.
Geranium, Algerian, 60c. per lb.
Bourbon, 65c. per lb.

Reduced

None

Comparative Values

Index numbers compiled from twenty typical essential oils on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
124.4	122.7	126.5	89.8

Market news that may have developed after this report was sent to press will be found on page 4.

Essential Oils

Almond. — Demand quiet. Prices firm. Stocks fair.

Amber.—Movement sustained at fair level. Prices steady.

Amyris.—Demand routine. Strictly jobbing.

Anise.—Exceptionally firm at late advance. Replacement prospect not encouraging.

Apricot.—Steady undertones supported by normal demand.

Bay. — Stocks sufficient. Prices steady. No exceptional demand.

Bergamot.—Artificial oil and substitutes for natural item finding good market.

Birchtar.—Limited call. Usually for jobbing quantities. Prices steady.

Bois de Rose.—Fair movement. Firm spot price reflects position in replacement market.

Cajeput.—Call irregular. Usually for small lots. Prices steady.

Camphor. — Very steady. Prices hold. Much of recent replacement arrivals sold.

Cananga. — Firm to stronger at source. Steady here.

Capsicum (Oleoresin).—Raw material strong. Prices very firm.

Caraway.—Small stocks still unsold available in strictly nominal market. Substitutes finding favor.

Cassia. — Strong. Pointed higher. Normal stock unlikely here in future. Far Eastern situation acute.

Cedarleaf.—Values hold in narrow consuming market.

Cedarwood.—Demand down to seasonal limits. Prices hold.

Celery.—Firmer to stronger. Future supplies uncertain.

Citronella.—Far Eastern situation complicates future replacement purchases and shipments. Present market steady to firmer.

Clove.—Very goor call. Movement normal. Prices steady.

Coriander.—Primary markets for seed virtually cut off. Fair stocks of seed on spot. Oil higher at $13 to $13.25 per pound.

Cypress.—Orders call for jobbing lots. Prices firm. Stocks moderate.

Dill.—Call sustained. Firm prices. Little competition.

Erigeron.—Narrow market. Prices firm. Limited stocks.

Eucalyptus.—Steady. Moving well. Trade pickup about normal.

Geranium. — Interest sustained. Prices up to $4 to $5 per pound. Some look for higher prices.

Grapefruit.—Values holding steadily. Outlook favors good call.

Ginger.—Raw material turns firmer. Oil moving well at full prices.

Hemlock. — Sellers' views show strength. Demand ordinary.

Juniper. — Very little available. Prices subject to confirmation.

Lemon.—Domestic oil moving well. Price stability continues. Very little foreign oil held.

Lemongrass.—Low prices hold steady. Demand moderate.

Lime.—Fair offerings made at competitive prices on distilled item. Expressed oil stabilized. Consumption routine.

Mace.—Steadier and lacking signs of further drop.

Mustard.—Prices well stabilized at $1.50 to $1.60 per pound as to quantity.

Orange.—Demand at seasonal limits. Prices display steady undertone. Stocks fair. California item finding excellent favor.

Patchouli.—Very steady. Replacement subject to war conditions. Local stocks moderate.

Pennyroyal. — Strong undertones based on moderate size of stocks.

Peppermint.—Prices holding. New crop centered in strong hands. Future of values may turn on export sales opportunities.

Petitgrain.—Steadier prices. Values maintained fully.

Pineneedle.—Selling gains in jobbing quantities. Very steady market.

Rosemary.—Steady to firmer, according to seller. Little competition. Some sellers reserved.

Sandalwood.—Firm. Well stabilized prices. Future depends on shipments of wood from Far East.

Savin.—Growing scarce on spot and strongly held at $5 to $5.25 per pound.

Aromatic Chemicals

Geraniol.—Steady and well stabilized.

Geranyl Acetate.—Routine demand supplied at steady prices.

Geranyl Formate.—Call irregular. Mainly jobbing.

Geranyl Propionate.—Firmer. Little competition. Fair call.

Heliotropine. — Very firm prices. Sustained demands fully met.

Hyacynth Geraniol. — Sales restricted to jobbing lots. Firm market.

Hydroxycitronellal. — Consumption up to average sales. Firm prices.

Isobornyl Acetate.—Reserves moderate. Prices firmer.

Isobutyl Acetate.—Interest confined to limited quantities.

Isobutyl Benzoate. — Demand irregular. Prices hold.

Isoeugenol.—Steadier to firmer. Demand improved.

Isosafrol.—Buying at normal volume. Stable prices.

Linalool.—Interest improved. Somewhat larger quantities sold. Firm prices.

Linalyl Acetate.—Sales grow in size and volume. Very firm prices.

Methyl Acetophenone.—Firm. Good demand. Limited competition.

Methyl Anthranilate. — Normal interest noted. Steady undertones.

Methyl Benzoate. — Hand-to-mouth demand keeps prices firm.

Methyl Cinnamate. — Fair interest disclosed. Sellers' hold firm views.

Methyl Heptenone.—Steady. Demand jobbing. Volume normal.

Methylhexyl Ketone.—More selling in small lots. Firm prices.

Methylnaphthyl Ketone. — Firm market. Routine demand noted.

Methyl Phenylacetate.—Call irregular. Mainly from smaller users. Firm undertones.

Methyl Salicylate.—Normal demand at stabilized prices.

Musk.—Consumer requirements fully met. Artificial item firm.

Nerolin.—Narrow market. Prices hold recent stability.

Novoviol.—All grades firm. All in fair request. All stocked moderately.

Paracresyl Acetate.—Limited demand. Mainly against urgent needs.

Pelargol.—Quiet. Prices steady.

Phenyl Acetaldehyde.—Sellers control market firmly.

Phenylacetic Acid.—Consumers trade as need rises. Firm prices.

Phenylethyl Acetate. — Market normally active. Quotations steady.

Current prices on essential oils and aromatic chemicals are given in the alphabetical list of prices beginning on page 7

S-O-FRAS No. 3
An improved substitute for Oil Sassafras Artificial.
1. More Characteristic of the true Sassafras.
2. More readily miscible.
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TOMBAREL
Supreme Flower Essences
Surfine Essential Oils
Basic Perfume Materials
Special Perfume Creations for All Purposes
Tombarel Products Corp.
9-11 East 19th Street, New York, N.Y.

Phenylethyl Alcohol.—Little selling pressure on prices. Firm undertones.

Phenylethyl Butyrate.—Fairly dull. Also fairly firm.

Phenylethyl Phenyl Acetate.—Reserves adequate. Limited call.

Phenylethyl Propionate.—Firm undertones. Firmer prices. Steadier call.

Phenylpropyl Alcohol.—Demand light. Prices uninfluenced.

Phenylpropyl Aldehyde.—Undertones firmer to stronger.

Rhodinol.—Price very firm. Tending stronger.

Rose Crystals.—Normal interest at steady prices.

Scatol.—Some unable to offer at all.

Strolyl Acetate.—Narrow market does not weaken prices.

Terpineol.—Steadier. Less competition. More demand.

Terpinyl Acetate.—Limited stocks in firm hands.

Thymol.—Interest at normal volume. Completely stable prices.

Tolyl Acetate.—Sales along jobbing lines. Steady undertones.

Vanillin.—Low prices appear very stable. Plentiful stocks.

S. R. Fischman has been named purchasing agent for Prince Matchabelli, Inc., perfume manufacturer, this city.

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Same flavor quality and five times stronger than finest grade of freshly expressed oils.

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Fruit Flavored Gins
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Ice Cream and Ice Cream Powders
Jellies—Nectars
Liquors, Alcoholic
Pectin Jelly Powders
Pie Fillers
Pudding Powders
Soft Drink Powders
Powdered Foods of all kinds
Syrups—Snow Ball Syrups
. . . and many others

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BRANCH STORES
BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.

OPD Forum

—*Continued from page 4*

4. Drugs must be prepared, packed, and held under sanitary conditions.

5. The labeling must not be false or misleading in any particular.

6. It is unlawful to disseminate or cause to be disseminated any false advertisement by any means, for the purpose of inducing, directly or indirectly, the purchase in commerce of drugs.

7. In determining whether labeling or advertising is misleading, not only representations made or suggested shall be taken into account, but also the extent to which the labeling or advertising fails to reveal facts material in the light of such representations, or material with respect to consequences which may result from the use of the article to which the advertising or labeling relates.

8. In many States it is illegal to advertise drugs as having any effect in the treatment of forty-six different diseases.

9. When a drug is composed of two or more ingredients, the common name of each active ingredient must appear in the labeling, and where certain specified potent drugs are used, the name and quantity of same must appear on the label.

10. A drug must not be composed of any poisonous substances which may render the contents harmful.

11. A drug liable to deterioration must be packaged and labeled in such a manner as is necessary for the protection of public health.

12. Official drugs must be packaged and labeled as prescribed by the official compendiums, and where such drugs differ in strength, quality, or purity, from the official requirements, the difference must be shown in the labeling.

13. Containers for drugs must be so made, formed, or filled as not to be misleading.

14. The labeling of all drugs must bear adequate directions for use, and certain drugs must also bear adequate warnings against unsafe use by children; against use in disease conditions where cautions are necessary to insure against danger, and against use in an amount or for a length of time, or by a method of administration which may make it dangerous to health.

15. The official authorities are empowered to seize, or apply for injunctions restraining the distribution of any drugs which are in violation of the laws, and to institute criminal proceedings against any person who violates these laws. Very severe penalties are imposed on persons violating these laws.

16. The Federal, State and municipal governments appropriate millions of dollars to maintain staffs of inspectors, laboratory technicians, medical and scientific advisers and legal staffs to enforce these laws.

It is quite evident that a well directed campaign of consumer information, stressing these and many more relatively important facts, would definitely change and correct most if not all of the indicated causes for adverse consumer attitude.

New York "A CONSUMER ALSO"
October 8, 1940

Gutta-Percha Held Dutiable When Deresinated

OPD Washington Bureau
October 9, 1940

The Bureau of Customs has ruled that deresinated gutta-percha should be classed as a nonenumerated manufactured article for tariff purposes. As this ruling will increase the present duty, it will not apply until November 1.

The United States Customs Court recently held that certain gutta-percha, which has been so processed that nearly all of the resin naturally present had been removed, was crude gutta-percha entitled to entry free of duty under the 1930 tariff act. The Bureau of Customs indicated that crude gutta-percha is ordinarily imported in an underesinated form, since the presence of the natural resins prevents deterioration in transit. Moreover, the bureau stated gutta-percha is deresinated for the express purpose of producing a material suitable for making golf balls.

Believing that the deresinated gutta-percha is no longer "crude" under the tariff act, the bureau imposed a duty on this product.

Brooks Succeeds Levy As Coty International Head

B. E. Levy resigned yesterday as chairman of Coty, Inc., and president of the Coty International Corporation, both resignations to take effect on January 1. He will, however, remain as a director of both companies. H. L. Brooks, president of Coty, Inc., and formerly vice-chairman of Coty International, was elected president of the latter company. P. Cotnareanu was elected vice-chairman of both companies.

In order to retain the benefit of Mr. Levy's experience of thirty years since he founded the Coty business in this country, Mr. Brooks said, directors of Coty International will form an advisory committee, of which Mr. Levy will be chairman. The functions and purposes of this committee will be to act in an ordinary advisory capacity in all matters pertaining to merchandising policies, trade and intercountry relations.

Polak's Frutal Works Plans Expansion at L.I. Plant

Polak's Frutal Works, Inc., Holland, has planned extensive expansion of its Long Island City plant, to meet the increased domestic demand for essential oils and aromatic chemicals. Jacob Polak, president of the company, is now in the United States and will open an office in this city.

Peoples Drug Stores, Washington, sales in September amounted to $1,923,160, against $1,835,272 in the same month a year ago.

Botanical Drugs

—*Continued from page 71*

Herbs and Leaves

Henbane.—Last actual sales around $1.10 per pound. Only firm, unrestricted spot offering made at $1.45 last week.

Marjoram.—French decline extended to 40c. to 41c. per pound.

Sage.—Stocks wiped out in usual quarters.

Thyme.—Sharp price drop to 13c. to 14c. per pound. Holder anxious to reduce stocks.

Miscellaneous

Belladonna.—All quotes subject to confirmation. No general offerings.

Doggrass.—Sold at 50c. per pound and very firm thereat.

Golden Seal.—Easy. Competition keen. Prices soft.

Turmeric.—Madras quoted at 7½c. to 8c. per pound.

Seeds

Anise.—Bulgarian higher at 14½c. to 15c. Star seed may disappear.

Caraway.—Advanced again. Dutch, 28½c. to 29½c.; Russian, 28c. to 28½c.

Celery.—Easier. Lower. French, 33c. to 34c. per pound. Indian, 18½c. to 19c.

Coriander.—Higher. Natural, 7¾c. to 8¼c. per pound. Bleached, 9c. to 10c.

Cumin.—Forging upward. Morocco, 21¾c. to 22¼c. per pound; Cyprus, 21¾c. to 22¼c.

Spices

Cassia.—China up fractionally. Selected rolls, 12¼c. to 12¾c. per pound. Extra select, broken, shaded to 10¾c. to 11¼c.

Ginger.—African up to 6¼c. to 6⅝c. per pound. Cochin lemon, lower at 10c. to 10½c. Medium bold Jamaica, down to 9c. to 9½c. Bright grinding, off to 8c. to 8½c.

Paprika.—Bulgarian higher at 29c. to 30c. per pound. Medium Hungarian, 37c. to 37½c. Extra fancy Portuguese, down sharply to 26½c. to 27½c.; fancy, 25½c. to 26½c. Algerian, higher at 35c. to 36c. and strong.

Pepper.—Black Lampong, 4c. to 4½c. White, Java Muntok, 7⅜c. to 7⅝c.; Singapore Muntok, 7¼c. to 7½c. Red, Japanese chillies, up to 24½c. to 25c.; Mombassa, 28c. to 28½c.

Trading in black pepper futures on the New York Produce Exchange from October 5 to October 11, inclusive, comprised 177 contracts, a total of 5,947,200 pounds. Following is a price record for the week:—

	Cents per pound—		
	High.	Low.	Close
January	4.00	3.80	3.95@3.98
March	4.10	3.96	4.03 sale
May	4.17	4.01	4.08@4.11
July	4.23	4.09	4.15@4.20
September	4.28	4.17	4.21@4.27
October	3.93	3.80	3.86@3.91
December	3.98	3.87	3.92@3.96

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Processed and Standardized in Grades to Meet all Requirements
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You've got to please them **ALL OF THE TIME!**

Your profits depend on repeat orders from satisfied customers. To be sure that your preparations don't develop an unpleasant odor, a rancid taste or cloudy color due to the deterioration of your base, specify PERMANENTLY PURE Penn-Drake White Oils and Petrolatum. Refined from rich 100% pure Pennsylvania crude by our exclusive Karnsite process, Penn-Drake products help you get desirable, profitable repeat business from satisfied customers!

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Petroleum Solvents, Lubricants, Fuels

Crude Oil Prices Reduced at Gulf Coast Texas Fields—Tone of Market in Midcontinent Generally Improved — Solvents and Diluents in Heavy Demand—Paraffin Tight

What may be the forerunner of a general reduction in Gulf Coast crude oil was reported last week when one buyer reduced the posted price at two Texas fields. Although prices in a few fields of the Southwest were shaky, the general tone in the Midcontinent was firmer, however.

Petroleum specialties were, on the whole, more active last week. There was a heavy call for supplies of solvents and diluents, with the paint and rubber industries taking large volumes. Paraffin demand was good but petrolatums and white mineral oils remained routine. Gasoline consumption was satisfactory and prices were maintained at previous levels. Lubricants were slightly firmer.

A marked rise in the consumption of fuel, coupled with strength in tanker rates from the Gulf, tended to improve the Eastern fuel oil markets. A general reduction in bunker fuel at tidewater was made on the Pacific Coast. Heating oils were in strong demand in all sections and quotations were advanced at Midwest refineries. Kerosene demand was fair.

Price Changes

Advanced

Oil, furnace, Midwest refineries, ⅛c. per gal.

Reduced

Oil, fuel, bunker C, Cal., tidewater, 15c. per bbl.
Petroleum, crude, Tex., Gulf Coast, 24c. per bbl.

Market news that may have developed after this report was sent to press will be found on page 4.

Solvents and Diluents

Aromatic Naphthas.—Heavy movement of stocks. Inquiries more numerous. Prices firm and unchanged.

Cleaners' Naphtha.—Business good. Price firm.

Lacquer Diluent.—Shipments large and buying heavy. Price firm.

Petroleum Thinners.—Heavy movement of stocks to paint manufacturers. Prices unchanged.

Rubber Solvent.—Broad movement in response to active business in rubber industry. Price steady.

Stoddard Solvent.—Good call from cleaning trade. Price firm.

V.M. & P. Naphtha.—Paint makers buying in good volume. Price firm.

Markets at Other Centers

New Orleans—Oct. 10

The trend continued normal on cleaning solvent with little activity evidenced, while a seasonal demand was experienced on V.M.P. naphtha.

CLEANING SOLVENT.—Demand slow; price steady.

V.M.P. NAPHTHA.—Normal demand; prices unchanged.

Chicago—Oct. 10

Despite a certain amount of price-cutting, the petroleum solvents and diluents market is making a good showing. Paint industry takings are fairly substantial. Inquiry is good.

AROMATIC NAPHTHAS.—Orders fair. Prices unchanged.

CLEANERS' NAPHTHA.—Market is steady. Quotations firm.

LACQUER DILUENT.—Movement was good. Market firm.

PETROLEUM THINNERS.—Good buying. No change in quotations.

RUBBER SOLVENT.—Purchases fair. Firm market structure.

STODDARD SOLVENT.—Buyers take fair amounts. Steady market.

V.M. & P. NAPHTHA.—Fair demand, prices holding.

Tulsa—Oct. 10

The volume of specialties has improved somewhat as paint manufacturers have become more active inquirers. As a whole the tone is fair, without definite trend. The volume of movement in rubber solvent continues broad.

CLEANERS' NAPHTHA.—Fair volume, with tone easy.

STODDARD SOLVENT.—Inquiries increased, with trading light and tone steady.

LACQUER DILUENT.—More buying and movement larger, with tone steady.

V.M. & P. NAPHTHA.—Broader movement and inquiries are increasing. Prices fair.

RUBBER SOLVENT.—Large inquiries continue, with quotations steady.

Lighter Fractions

Butane.—Heavy call. Price firm.

Heptane.—Movement less moderate. No change in quotations.

Hexane.—Good demand and heavier shipments. Price unchanged.

Octanes.—Orders in fair volume. List price prevailed.

Pentanes.—Moderate call for contract supplies. No change in price.

Propane.—Buying active. Inquiries good. Price firmer.

Markets at Other Centers

Chicago—Oct. 10

Indications of continuing good interest in the light fractions of petroleum have been in evidence here recently. No special concessions in price have been made, and orders have been reported in most grades on about the same basis as recently.

BUTANE.—Buying fair. Prices are holding.

HEPTANE.—Trade quiet, quotations maintained.

HEXANE.—Market slow, no change in price.

OCTANES.—Orders are in fair total. Steady prices.

PENTANES.—Demand rather good. Unchanged prices.

PROPANE.—Limited inquiry. No market change.

Petrolatums and Waxes

Paraffin.—Crude scale material in satisfactory demand. Supplies fairly tight. Prices firm and unchanged.

Petrolatums.—Little of new interest. Demand only fair. Prices unchanged.

White Mineral Oils.—Business routine and quiet. Prices steady and unchanged.

Markets at Other Centers

Chicago—Oct. 10

The market in these products is reported continuing a little mixed, although no important price developments have occurred. Buyers are reticent to come into the market except on a restricted basis. Movement generally is fair.

PARAFFIN.—Offerings limited. Prices unchanged.

PETROLATUMS.—Inquiries reported good. Quotations holding.

WHITE MINERAL OILS.—Moderate business, market firm.

Tulsa—Oct. 10

Although more interest is appearing in the market for crude paraffin, the movement has not broadened sufficiently to make any substantial changes in quotations this week. The 124-26 American crude grade is 2½c. to 3c. per pound.

Fuels and Lubricants

Gasoline.—Consumption holding up fairly well. Prices firmly maintained.

Kerosene.—Demand has improved. Price steady.

Fuel and Gas Oils.—Better demand for Bunker C fuel oil. Light fuel oils moving normally. Heavy call for supplies of heating oils. All prices firm and unchanged.

Lubricating Oils.—Pennsylvania bright stocks and neutrals somewhat firmer. Demand only fair.

Crude Oil Price Changes

Amsco Oil Purchasing Company reduced posted price 24c. per barrel at Gulf Coast Texas fields, making new range 93c. to $1.09.

Markets at Other Centers

Chicago—Oct. 10

Heating oils have continued to firm up, with slightly higher prices ruling. Heavy fuel oils also are firming, with demand quite good. Lubricants are still in a rather mixed market situation.

GASOLINE.—Unsteady market. Prices easy.

FUEL AND GAS OILS.—Good call. Prices tending stronger.

FURNACE OIL.—Excellent demand. Advanced ⅛c. per gallon.

Petroleum Production—Motor Fuel Stocks

	Barrels	
	1940 Jan. 1-Oct. 5	1939 Jan. 1-Oct. 5
Commercial crude oil production	998,284,606	932,992,629
	Week ended Oct. 5, 1940	Week ended Oct. 7, 1939
Daily average production	3,488,602	3,639,756
Bureau of Mines estimate	3,580,600	3,590,300
	Week ended Oct. 5, 1940	Week ended Sept. 28, 1940
Estimated motor fuel stocks	82,256,000	82,373,000
Estimated finished motor fuel stocks	76,156,000	76,205,000

Current prices on petroleum and its products are given in the alphabetical list of prices beginning on page 7

Quality White Oils
ATLANTIC
Atreols and Ultrols
THE ATLANTIC REFINING COMPANY
Technical Sales Division
PHILADELPHIA, PENNA.

NICKEL FORMATE
Also NICKEL CATALYST - NICKEL CARBONATE
NICKEL OXIDE, Etc.
THE RUFERT CHEMICAL CO., 420 Lexington Avenue, New York, N.Y.

WHITE OILS
GUARANTEED QUALITY
To meet all the special requirements for Pharmaceutical, Cosmetic and Industrial Purposes.
ALL GRADES
REFINERS OF WHITE OILS AND PETROLATUMS
SHERWOOD Petroleum Company Inc.
REFINERY, WARREN, PA. MAIN OFFICE, ENGLEWOOD, N. J.

Neutroleum
ALPHA
GAMMA
For complete neutralization of offensive odors, this aromatic concentrate has proved its effectiveness in hundreds of widely-dissimilar, technical products. Its use means new appeal for the odor-handicapped product — and at negligible cost. Results instantaneous. Investigate.
FRITZSCHE BROTHERS, Inc.
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BRANCH STOCKS
BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.
FACTORIES AT CLIFTON, N. J. AND SEILLANS (VAR) FRANCE

The State of the Petroleum Market

Crude oil prices were lowered 24c. per barrel at two Gulf Coast Texas fields last week.

	Oct. 11	Oct. 4	Last Year
Crude petroleum prices at well (average for ten fields) per barrel.....	$1.128	$1.152	$1.1595
Gasoline prices at refineries (at four refining centers) per gallon.....	.0517020	.0517020	.053875

LUBRICATING OIL.—Inquiry restricted. Prices unsteady.

New Orleans—Oct. 10

The domestic gasoline market remained inactive, with demand normal. There was no change in call for kerosene and movement continued slow. Little interest was evidenced in the Bunker C fuel oil market.

GASOLINE.—Demand normal; price unchanged.

KEROSENE.—Market dull; no price changes.

BUNKER C FUEL OIL.—Fair demand; price unchanged.

Tulsa—Oct. 10

Offerings of gasoline at concessions continues to feature the market. However, there has been very little change in quotations from last week. Heating oils continue to be sought by buyers, but trading is restricted, with a large backlog of orders being built up. Other products were featureless.

GASOLINE.—Offerings abundant and prices weak.

NATURAL GASOLINES.—Shipments and orders larger, with quotations firm.

KEROSENE.—Demand tapering off, with prices steady.

FURNACE OILS.—Large demand unsatisfied. Prices strong.

FUEL AND GAS OILS.—Movement is large and prices strong.

LUBRICANTS.—Better demand; prices unchanged.

Trucking Schedules Suspended

The Interstate Commerce Commission has suspended until May 9, 1941, proposed schedules for reduced truckload minimum charges for transportation of petroleum products from Borger and Pampa, Texas, to Colorado Springs, Col. Rates would reduce charges from 36½ cents to 34 cents per 100 pounds.

The commission has also suspended until April 29, 1941, the operation of cetrain schedules for transporting soap and soap powders between Philadelphia and Boston.

Louisiana Standard Names T.M. Milling Vice-President

Baton Rouge, La., Oct. 7, 1940

Thomas M. Milling, since 1921 attorney for the Standard Oil Company of Louisiana, has been named vice-president, succeeding J. A. Bechtold, who recently retired as vice-president and treasurer. Shelby E. Kidd, secretary, was also named treasurer, and W. B. Cotten, jr., assistant secretary, will also become assistant treasurer.

A.C.S. Papers

Effect of Lubricating Oils on Neoprene

Donald F. Fraser

Organic Chemicals Department, Rubber Chemicals Division, E. I. du Pont de Nemours & Co.

A volume-increase test after immersion in lubricating oils is frequently made part of the requirements of control specifications for fabricated neoprene parts. Because of the probable intended use for the neoprene part such a test is entirely logical, provided the conditions (time and temperature of immersion) of the tests are intelligently chosen. Lubricating oils are often used as the immersion mediums rather than other petroleum derivatives, such as kerosenes, fuel oils, or gasolines. The former mediums are generally preferred because of the decreased fire hazard and storage risk and because they undergo less chemical change on long-time storage or during the actual immersion test.

If an arbitrarily chosen oil is selected as a standard, it is necessary to include in the specification for the oil some test which will delimit the oil with respect to its swelling effect on neoprene vulcanizates. This is especially necessary when various laboratories agree to use a given oil as a standard for purposes of reference or cross-testing work or where the original oil is to be duplicated. In the previous paper of this series it was shown that in the case of commercial lubricating oils the viscosity-gravity constant may be successfully used as a criterion of the swelling effect of an oil on neoprene vulcanizates, the volume increase at swelling equilibrium being a logarithmic function of the viscosity-gravity constant.

The viscosity-gravity constant is calculated from constants, the determination of which involves the use of rather specialized apparatus. However, it is shown that the aniline number, a determination which may be easily made and does not require special equipment, is as equally reliable as the viscosity-gravity constant when used as a criterion of swelling effect of commercial lubricating oils. With special oils, such as technical white, spindle, and process oils, the aniline number appears to give more reliable results. In the case of compounded hydraulic-brake oils, a relation exists between the aniline number of the oil and volume increase of the neoprene vulcanizate, but the relation is of a different order from that in the case of lubricating oils. In both cases the volume increase at swelling equilibrium is a logarithmic function of the aniline number. Because of the presence of compounding ingredients in hydraulic-brake oils, it is necessary to take extra precautions in determining the aniline numbers of these oils. The effect of time and temperature on the swelling equilibrium has been discussed previously.

This paper is presented to show that the swelling effects of petroleum-derived oils may be predicted by a simple test (aniline number). It is advocated that oils to be used in immersion tests in acceptance specifications be referred to by aniline number rather than by viscosity rating or some other physical constant which does not predict the swelling effect of the oil on the vulcanizate.

Aircraft Engine Finishes

Myron A. Coler

Paragon Paint & Varnish Corporation

As a result of recent developments affecting the aircraft industry, the problem of designing suitable specifications for aircraft engine finishes is becoming one of increasing importance. Present practice and trends in the finishing of crankcases and cylinders are briefly reviewed. A number of the most common specification tests, including the United States Army water-immersion, baking, and gasoline-resistance tests are critically discussed. The extent to which these comments are applicable to marine and regular automotive engine finishes is indicated.

Acid Foods in Aluminum Utensils

Dr. Charles F. Poe and Janett Leberman

University of Colorado

Since certain criticisms have been made of aluminum cooking utensils because of the amount of aluminum dissolved by foods, it was decided to test a number of cooking utensils manufactured from aluminum. Eight brands of spun aluminum utensils and five brands of die-cast utensils were used. In each of these containers acid foods were cooked for thirty minutes. The amounts of dissolved aluminum were determined in each instance. The foods used were cherry, orange, tomato, and rhubarb juices prepared from the fresh fruits; sweetened canned pear, plum, peach, loganberry, grapefruit, orange, pineapple, apricot, and prune juices; unsweetened canned orange, grapefruit, pineapple, grape, and yellow tomato juices.

It was found that more aluminum was dissolved from the die-cast utensils than from the spun aluminum utensils. Some of the amounts (grams per kilogram of juice) of aluminum dissolved by the juices were as follows:—In the die-cast utensils—rhubarb, 0.27 gram; cherries, 0.12 gram; yellow tomato, 0.07 gram; in spun utensils—rhubarb, 0.11 gram; cherries, 0.05 gram; loganberries, 0.03 gram. Some of the juices which had little effect on the aluminum utensils were: —In die-cast containers—grape, 0.01 gram; peach, 0.01 gram; pear, 0.015 gram; in spun containers—apricot, 0.005 gram; pear, 0.005 gram; pineapple, 0.005 gram; grape, 0.007 gram. All the samples of acid foods used contained aluminum in the untreated samples.

The amounts of aluminum dissolved by the acid foods from the cooking utensils were so small that, according to most authorities, they would have no physiological effect on the body.

Uniform Paint Films

E. J. Dunn, jr., and C. Baier

National Lead Company

A simple machine for spreading uniform paint films has been devised. The principle is the doctor blade having enough mass to flow evenly down an incline by the force of gravity. Films four inches wide and approximately thirty inches long are prepared for exposure work, but any reasonable size desired could be made. Clear oils, varnishes, lacquers, and also enamels, outside house paints, thixotropic and free-flowing flats give uniform films by this method. With modified doctor blades, a second coat may be applied over a properly dried first coat.

Creaming of Rubber Latex

E.A. Hauser and B. Dewey, Jr.

Massachusetts Institute of Technology

With the growing development of the direct application of latex in the rubber industry, increasing interest is being paid to the possible methods for latex concentration. Creaming is recognized as one of the most importanut methods for concentration now available. Although considerable work has been done to explain the phenomenon, a number of aspects need further clarification either to complete a generally acceptable picture or to settle differences of opinion still existing among various investigators.

The work presented takes into detailed consideration the methods of preparation of the creaming agent, its concentration, and its adsorbtion in the latex particles. The mechanism by which clustering, the cause of stratification, takes place, has also been studied.

For the greater part of the work locust-bean gum has been used as creaming agent. The results show that for best results the creaming agent must be completely swelled before mixing with the latex. Appropriate mixing procedures are discussed. Using the most efficient methods of mixing it was possible to establish an optimum concentration of creaming agent at which the rubber concentration of the cream reached a maximum whilst the rubber concentration of the serum closely approached its minimum. This optimum was also observed using as creaming agent ammonium alginate instead of locust-bean gum. That locust-bean gum is not adsorbed during creaming could be demonstrated by extensive viscosity measurements, thus eliminating those theories of clustering which are based upon adsorbtion.

Experimental evidence is given to show that an interaction between creaming agent and latex serum exists, which is of predominant importance in evaluating the mechanism of creaming. This greatly strengthens a theory based on destabilization of the rubber particles by dehydration caused by the added creaming agent. Further results point to an irreversible denaturization of the latex protein accompanying its dehydration.

Crown Drug Company, Kansas City, sales for September totaled $666,588 against $667,079 in September, 1939.

THORNTON

SHEET METAL CONTAINERS

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Fertilizer Materials

Sluggish Movement of Mixtures Retards Market for Raw Materials —Domestic Blood and Cottonseed Meal Lowered—Chemicals Market Active — Nitrate of Soda Contracting Brisk

Although the season for heavy shipment of finished fertilizer mixtures to ultimate consumers does not usually begin to make an appearance until next month, some slight pre-season activity should be noted at this time of year. Such activity had failed to materialize last week, however, and slack trading in the markets for many raw materials resulted.

This was particularly noted in the organics which were in small demand, with most call for small stocks to be used for immediate needs only. Blood prices were lowered at New York and Chicago and tankage quotations were not considered strong. Cottonseed meal was down. Chemicals, on the whole were moving in good volume. Contracting for bagged and bulk nitrate of soda was brisk. There was a good domestic and export demand for sulphate of ammonia and the market was tight. Potash supplies were moving well with the market also considered tight. Bone materials and superphosphate were quiet.

Price Changes

Advanced

None

Reduced

Blood, dried, dom., 16-16½%, 15c. per unit, f.o.b. N. Y.

High-grade grd., 5c. per unit, f.o.b. Chi.

Cottonseed meal, 8%, $1 per ton, Southeast mills.

Comparative Values

Index numbers compiled from four typical fertilizer materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
67.3	**67.3**	**67.0**	**66.3**

Market news that may have developed after this report was sent to press will be found on page 4.

Nitrogenates

Ammonia Phosphate.—Stocks and offerings small. Price unchanged.

Anhydrous Ammonia.—Good demand. Price firm.

Calcium Nitrate. — Sales limited. Price steady.

Castor Pomace.—Domestic product in fair call. Price firm. Imported material nominal and scarce.

Cyanamid.—Offerings light. Sales curtailed. Price firm.

Dried Blood. — Domestic 16-16½ percent material lowered 15c. per pound to $2.40, f.o.b. New York. High-grade ground reduced 5c. per pound to $2.60, f.o.b. Chicago.

Fish Scrap.—Menhaden futures still quoted at $3.15 and 10c. per unit. Japanese sardine meal nominal with few offerings.

Manganese Sulphate.—Routine and firm.

Nitrate of Soda.—Contracting brisk. Prices firm. Imports totaled 52,703 long tons during August, against 9,481 in the similar period last year.

Nitrogen Solution.—Fair movement. Price steady.

Nitrogenous Material.—Prices firm, with demand small.

Sulphate of Ammonia.—Tight. Good call. Price steady.

Tankage.—Market quiet, with all prices steady.

Urea.—Business fair. Quotations unaltered.

Potashes

Deliveries made in large volume. Market still considered tight for muriates and manure salts. Exports totaled 18,329 long tons in August, compared with 5,579 in August, 1939. Imports were 8,829 long tons, against 29,087.

Phosphates

Bone Materials. — Movement of stocks fair. Demand small. Prices steady.

Phosphate Rock.—Good demand. Shipments heavy. Prices firm. August exports were 120,635 long tons, against 98,580 in the similar period last year.

Superphosphate.—Fair call. Price steady. August production was 303,393 tons, against 237,728 in August, 1939. Shipments were 186,298 tons, against 155,780 and stocks at the end of the month were recorded at 1,348,226, against 1,197,822.

Sulphur and Pyrites

Shipments at good level. Prices firm. A total of 82,707 tons of sulphur, valued at $1,435,983, was exported from the United States in August.

Markets at Other Centers

Atlanta—October 9

The fertilizer material market is routine with prices steady.

Quotations are as follows:—

SUPERPHOSPHATE.—55c. per unit, interior producing points.

NITRATE OF SODA.—Bulk, $27 per ton, port basis.

SULPHATE OF AMMONIA.—$28 per ton, port basis.

COTTONSEED MEAL. — 8 percent grade, $23.50 per ton, southeast.

BLOOD.—$2.60 per ton, Chicago; S. Am., $2.50, port basis.

TANKAGE.—$2.65 and 10c. per unit, Chicago.

Baltimore—October 9

The market for crude fertilizer materials maintains the position it has held for some time, with the current quotations about as follows:—

FISH SCRAP.—The menhaden futures price remained at $3.15 per and 10c. per unit-ton. Quotations on Japanese sardine meal are lacking.

SUPERPHOSPHATE. — The market holds nominally at $8 per ton for 16 percent and at $8.50 per ton for 16 percent flat supplies, with the demand held back.

TANKAGE.—Last business in this ammoniate was done at $2.50 and 10c. per unit-ton, f.o.b. New York, with buying interest mild.

DRIED BLOOD. — Sales have been made at $2.25 per unit-ton, with the market quiet. South American material is inactive, with sellers asking $2.50 per unit.

Chicago—October 9

The fertilizer materials market continues steady and quiet. Organics are routine. Buying is for immediate needs, indicating a lack of extensive stocks. Blood is in fair call. Tankage is slow. Bone materials have attracted more trade interest.

BLOOD.—Principal grade, $2.60 per unit of ammonia.

TANKAGE.—High-grade, feeding, $2.65 and 10c.; hoof-meal, $2 to $2.50; liquid stick, $1.50 to $1.75.

BONE MATERIALS.—Ground, steamed bone, 1¼ and 60 percent, $28; 3 and 50

Fertilizer Tag Sales: September

	P.C. of 1939.	September Equivalent tons 1940.	September 1939.	September 1938.	P.c. of 1939.	January-September Equivalent tons 1940.	January-September 1939.	January-September 1938.
Virginia	71	38,566	54,263	50,311	92	352,387	383,890	370,272
North Carolina	84	20,629	24,439	19,433	88	996,445	1,133,394	1,022,979
South Carolina	80	4,910	6,130	6,781	100	643,484	645,044	633,970
Georgia	65	3,456	5,310	986	107	718,119	671,512	701,269
Florida	114	47,703	41,990	36,741	111	382,364	345,485	345,341
Alabama	230	4,246	1,850	2,950	103	566,300	549,150	524,950
Mississippi	...	1,000	.....	1,200	106	294,295	277,846	299,836
Tennessee	537	6,018	1,120	7,274	110	129,891	117,799	121,251
Arkansas	80	200	250	650	143	93,950	65,622	63,500
Louisiana	78	8,900	11,460	7,280	104	142,431	137,188	132,502
Texas	85	6,258	7,328	5,676	124	109,839	88,337	77,798
Oklahoma	286	755	264	775	99	6,608	6,667	7,855
Total South	92	142,636	154,413	140,057	100	4,436,113	4,421,934	4,301,523
Indiana	160	45,406	28,450	31,006	116	299,350	256,958	233,615
Illinois	278	7,100	2,550	3,380	124	47,700	38,637	38,792
Kentucky	117	10,695	9,123	8,808	103	114,884	111,229	106,356
Missouri	132	29,019	22,064	32,986	132	84,599	64,081	67,951
Kansas	147	7,988	5,440	10,455	119	16,671	14,066	17,917
Total Midwest	148	100,208	67,627	86,635	116	563,264	484,971	464,631
Grand total	109	242,844	222,040	226,692	102	4,999,377	4,906,905	4,766,154

Current prices on fertilizer materials are given in the alphabetical list of prices beginning on page 7

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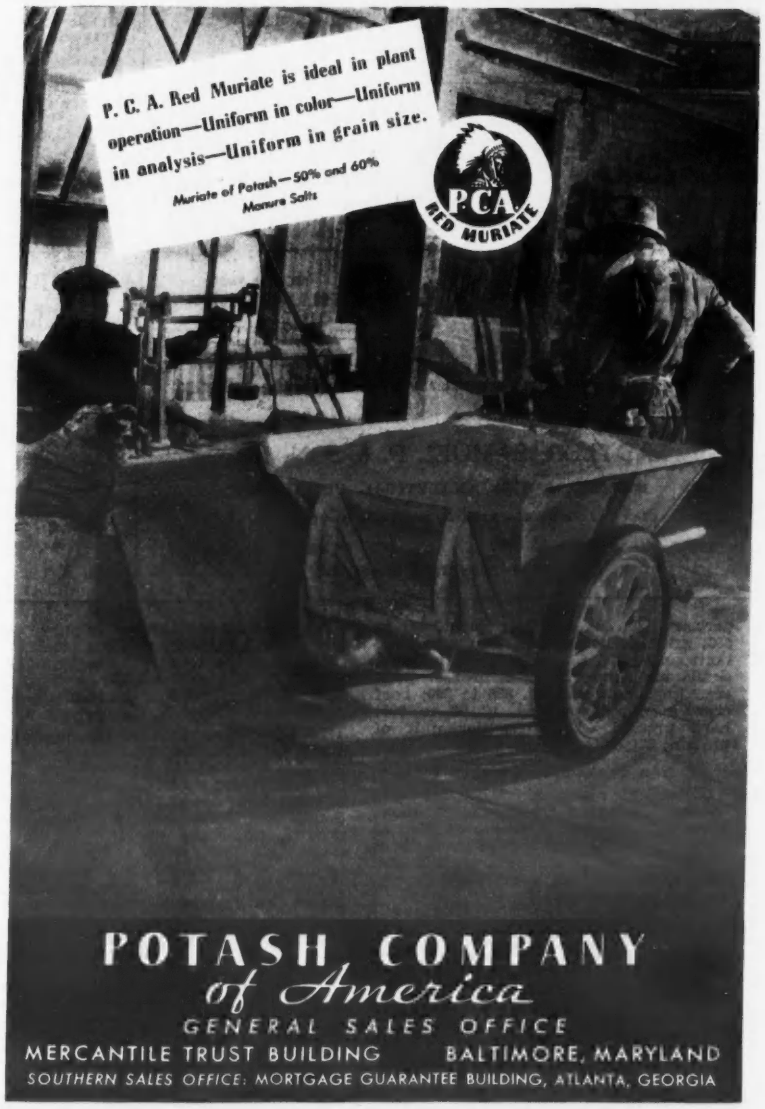
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percent, $30; 4½ and 50 percent, $30 to $33; grinding hoofs, pigs' toes and waste horn materials, $33 to $35; cattle jaws, skulls and knuckles, $30 to $35; pork cracklings, soft pressed, $35 to $40; beef cracklings, soft pressed, $32.50 to $35; hard pressed cracklings, per unit of protein, 57½c. to 62½c.

San Francisco—October 9

Generally speaking, fertilizers are quiet, aside from purchasing of fish meal. Mixers are taking on nitrate of soda as they need it and sulphate of ammonia is to all intents and purposes, all sold out. Animal products are in moderate supply. Ruling prices are:—

SULPHATE OF AMMONIA.—$38 per ton in 100-pound bags, delivered inland points.

SUPERPHOSPHATE. — Domestic, 80c. per unit in bulk, f.o.b. San Francisco. Bags, 91c. per unit.

NITRATE OF SODA.—100-pound bags, $29.50 per ton and 167-pound bags, $28.80 per ton, both ex vessel or warehouse. Bulk lots at $27.

FISH MEAL.—Steady. Inquiry and sale good. California Sardine meal, 67% protein, $43 per ton, f.o.b. San Francisco, Monterey, 65% protein, $42 per ton, future delivery. Some sources quoting prices up to $2 per ton higher.

TANKAGE. — Steady. Buying light. Unground fertilizer, wet rendered domestic, $2.75 and 10c. per unit-ton, f.o.b. plant, Northern California. Dry rendered, ground, 50%, $34.50 per ton, f.o.b. cars, South San Francisco. Argentine, 50% ground, nominally at $33 per ton ex dock, San Francisco; 65%, $39. Unground, domestic, dry rendered, 55c. to 57½c. per unit of protein, f.o.b. cars, South San Francisco.

BLOOD MEAL.—$2.60 per unit, f.o.b. cars, San Francisco or Los Angeles.

Crystal Chemical Company has been incorporated in Los Angeles, with a capital of $75,000. Directors are M. M. Robinson, M. C. Burgeson and Harvey D. Taylor, all of Los Angeles.

Japan to Work Apatite In French Indo-China

Negotiations are being conducted in Japan with the objective of establishment of a large scale corporation for the development of apatite deposits in French Indo-China, according to recent press report received at the Department of Commerce, Washington. Plans propose amalgamation of existing Japanese firms now engaged in developing the nitrate resources of French Indo-China.

Japan is the principal foreign buyer of American phosphate rock. In the first half of 1940 it accounted for 78,315 long tons of the total of 149,384 tons of land pebble exported, but it did not account for any of the high grade rock exports which totaled 53,384 long tons. Other usual sources of supply for the Japanese market are Egypt, Christmas Island and the Mandated Islands of the North Pacific.

Hill Heads Pyrites Co.

The Pyrites Company, Inc., Wilmington, Del., has named C. T. Hill to succeed the late J. H. Saville as president. Mr. Hill has been associated with the London office of the company for several years.

Muriatic Freights Reduced

The New York Public Service Commission has approved new commodity freight rates of the New York Central railroad on muriatic acid in tankcars, subject to Rule 35 of Official Classification, from stations Harriet to Suspension Bridge inclusive, to Lockport 9c. per hundredweight. Reductions. Effective October 28, 1940.

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ANTIMONY ORE—334 bgs, New York & Cuba Mail S S Co, Vera Cruz

ARECA LEAVES—1 cs, H Dux & Co, Bahia
1 cs, Bahia

ARSENIC, WHITE—1,056 bbls, New York & Cuba Mail S S Co, Vera Cruz

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500 bgs, Commercial Natl Bank Trust Co, Beira
2,200 bgs, Raw Asbestos Distr, Beira
2,000 bgs, Commercial Natl Bank Trust Co, Beira
800 bgs, Raw Asbestos Distr, Beira
6,000 bgs, Commercial Natl Bank Trust Co, Beira
1,086 bgs, Commercial Natl Bank Trust Co, Capetown
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30 cs, Chesnut, Cooper & Co, Kobe

CALCIUM TARTRATE—240 bgs, Charles Pfizer & Co, Alicante
253 bgs, Charles Pfizer & Co, Alicante
738 bgs, Bunge North American Grain Co, Buenos Aires

CASSIA—124 bls, Arnhold & Co, Hongkong
40 bls, Arnhold & Co, Hongkong

CHIPS—46 bls, Van Norden & Archibald, Hongkong

ROLLS—50 bls, Wood & Selick, Hongkong
100 bls, B H Old & Co, Hongkong
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103 pkgs, A G Dunn, Padang
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1,700 bgs, Pernambuco
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5,100 bgs, Pernambuco

CHARCOAL, COCONUT SHELL—1,393 bgs, General Food Sales Corp, Manila

CHEMICALS—203 dms, H H Rosenthal & Co, Yokohama
1 cs, E Fougera & Co, Havana

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COCOA BEANS—250 bgs, Cristobal
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500 bgs, Campano
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10,800 bgs, Balfour, Guthrie & Co, Africa
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COCONUT, DESIC—250 cs, Wilbur Ellis Co, Davao
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50 cs, Wood & Selick, Manila
165 cs, Wood & Selick, Manila
25 cs, Wood & Selick, Manila
411 cs, Philippine Desic Coconut Corp, Zamboanga
394 cs, Philippine Desic Coconut Corp, Zamboanga
1,256 cs, Philippine Desic Coconut Corp, Zamboanga
1,105 cs, General Food Sales Corp, Manila
1,720 bgs, General Food Sales Corp, Manila
305 cs, General Food Sales Corp, Manila
730 bgs, General Food Sales Corp, Manila
136 bgs, Philippine Desic Coconut Corp, Manila
800 cs, Philip Levy, Manila
205 cs, Durkee Famous Food, Manila
463 bgs, Durkee Famous Food, Manila
832 cs, Durkee Famous Food, Manila
1,396 cs, Durkee Famous Food, Manila
1,500 cs, Dodwell & Co, Manila

COCONUTS—770 bgs, I L Toledano Corp, Cristobal

CONCENTRATES — 5,156 bgs, Lourenco Marques
97,528 bgs, Lourenco Marques
98,560 bgs, Lourenco Marques
99,600 bgs, Lourenco Marques

CONDURANGO BARK—80 bgs, Duncan Fox & Co, Cristobal

COPAIBA BALSAM—5 dms, Wessel, Duval & Co, Cristobal
14 cs, C E Griffin & Co, Cristobal
5 dms, W R Grace & Co, Cristobal

COPPER, COBALT ORE RES—6,501 bgs, Deloro Smelting & Refining Co, Beira

COPRA MEAL—13 bgs, Early J Wood, Lourenco Marques

CORK—65 bgs, Mundet Cork Corp, Lisbon

VIRGIN—105 bls, Mundet Corp Corp, Lisbon
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4,901 bls, Mundet Cork Corp, Lisbon
250 bls, Mundet Cork Corp, Lisbon

WOOD—175 bls, Mundet Cork Corp, Lisbon

COTTONSEED MEAL—1,200 bgs, National City Bank, Santos

COTTON LINTERS—2,066 bls, Vera Cruz
2 bgs, E J Bernhart, Pernambuco
150 bls, Bunge North American Grain Co, Pernambuco

CUBEBS—16 bgs, F B Ross & Co, Singapore

DYES, ANILIN—28 cs, A E Nydegger, Lisbon
176 cs, Rohner, Gehrig & Co, Lisbon
86 dms, Rohner, Gehrig & Co, Lisbon
4 kegs, Rohner, Gehrig & Co, Lisbon
14 cs, Rohner, Gehrig, & Co, Lisbon

EGG YOLK, HEN—50 cs, G Itoh & Co, Tientsin

ERGOT—40 cs, Lisbon
60 cs, R J Prentiss & Co, Lisbon

FISH LIVERS—600 tins, Yokohama

MEAL—1 pkg, Iceland

SOUNDS—22 cs, W T Ueland, Maracaibo

FLAXSEED—1,879,600 kilos, 75,174 bus, L Dryfus & Co, Buenos Aires

FLIES, DRIED—364 bgs, Keer Maurer Co, Vera Cruz

GINGER ROOT—34 bgs, Kingston
50 bgs, A G Dunn, Kingston
50 bgs, Kingston

GLUESTOCK—103 bls, Brown Bros, Harrimann Co, Havana

GLYCERIN—90 dms, Buenos Aires

GRAPHITE, AMORPHOUS—1,400 bgs, Mitsui & Co, Husan

GUM, ALMACIGA—53 cs, American Cyanamid & Chem Co, Manila

CHICLE—47 bls, Chicle Development Co, Kingston

COPAL—48 baskets, O G Innes Corp, Macassar
134 bgs, Stroock & Wittenberg, Macassar
173 bgs, Sino Java Handel, Macassar
340 baskets, Stroock & Wittenberg, Macassar
115 bgs, Stroock & Wittenberg, Macassar
214 baskets, Sino Java Hvg, Macassar
240 baskets, Stroock & Wittenberg, Macassar
10 baskets, Sino Java Hvg, Macassar
50 baskets, O G Innes Corp, Macassar
185 baskets, Stroock & Wittenberg, Seroei
145 baskets, Stroock & Wittenberg, Fernate
138 baskets, Sino Java Hvg, Macassar
210 baskets, O G Innes Corp, Macassar
56 baskets, S Winterbourne & Co, Manila
122 baskets, S Winterbourne & Co, Manila
120 baskets, S Winterbourne & Co, Manila
134 bgs, Stroock & Wittenberg, Manila
50 bgs, American Cyanamid & Chem Co, Manila
63 bgs, Stroock & Wittenberg, Manila

DAMMAR—128 bgs, Stroock & Wittenberg, Macassar
192 bgs, Stroock & Wittenberg, Macassar
140 bgs, Sino Java Hvg, Macassar
128 bgs, Stroock & Wittenberg, Macassar
63 bgs, Sino Java Hbg, Macassar
420 bgs, Stroock & Wittenberg, Singapore

GUAIAC—20 cs, Mecke & Co, Trujillo
30 cs, Cunard White Star Line, Trujillo

PENDANE—188 bls, Chicle Development Co, Paramaribo

PERILLA—35 bls, Chicle Development Co, Cristobal

HEMPSEED — 400 bgs, Mitsubishi Shoji Kaisha, Dairen

INK, PRINTING—1 cs, J M Huber, Vera Cruz

IPECAC ROOT—37 bgs, Continental Export Co, Cristobal

IRON OXIDE—250 bbls, C K Williams & Co, Malaga
100 bbls, Robinson Wagner Co, Malaga
140 cks, Reichard Coulston, Malaga

JALAP ROOT—32 bls, Vera Cruz
10 bls, Vera Cruz

KOLA NUTS—100 bgs, D Steengrafe, Kingston
22 bgs, Kingston
48 bgs, D Steengrafe, Kingston

LEAD CONCENTRATES—790 bgs, Wedeman & Godknecht, Beira
741 bgs, Wedeman & Godknecht, Beira
356 bgs, Wedeman & Godknecht, Beira

LOOFAHS—8 bls, J Bloch, Yokohama

MARJORAM LEAVES—84 bgs, Vera Cruz

MEDICINAL PREPS—40 cs, A E Nydegger, Lisbon
8 cs, E G Mantius, Lisbon
1 cs, Garcia & Diaz, Barcelona
2 cs, New York & Cuba Mail S S Co, Havana

MICA—10 bgs, Majestic Trading Co, Havana
17 cs, Philipp Bros, Bahia

MUSTARD SEED—36 bgs, A C Villagram, San Antonio
31 bgs, A C Villagram, San Antonio

NUTGALLS—187 bgs, I R Boody & Co, Hongkong

NUTMEGS—87 bgs, Sino Java Hvg, Macassar
194 bgs, W J Bush & Co, Padang

OIL, CAMPHOR—25 dms, Irving Trust Co, Kobe
10 dms, Norda Essential Oil & Chem Co, Yokohama
10 dms, Ungerer & Co, Yokohama
2 dms, Geo Lueders & Co, Yokohama
3 dms, Norda Essential Oil & Chem Co, Yokohama
36 dms, Ungerer & Co, Yokohama

CHINAWOOD—280 tons, Universal Trading Corp, Hongkong

COCONUT—200 tons, Spencer Kellogg & Sons, Manila
186 tons, Balfour, Guthrie & Co, Cebu
183 tons, Spencer Kellogg & Sons, Manila
500 tons, Fels & Co, Cebu
423 tons, Wecoline Product Co, Cebu

CODLIVER—1 bbl, Canada
2,166 dms, Iceland
1 cs, Iceland
1 pkg, Iceland

ESSENTIAL—1 dm, Ungerer & Co, Yokohama
2 dms, Vera Cruz
4 cs, New York & Cuba Mail S S Co, Vera Cruz

OIL, ESSENTIAL—2 cs, New York & Cuba Mail S S Co, Havana
3 dms, Chase Natl Bank, Vera Cruz
1 dm, Vera Cruz
1 cs, Trujillo

FISH LIVER—100 dms, Japan

LEMON—23 cs, Wells Fargo & Co, Vera Cruz

LINALOE—6 dms, Chase Natl Bank, Vera Cruz

NAPHTHENIC RESIDUE—70 dms, R Joseph, Vera Cruz

ORANGE—9 cs, Kingston
1 dm, Naugatuck Aromatics, Puerto Prince

PALM—1 pkg, New York & Cuba Mail S S Co, Havana

PEANUT—349 tons, Mitsui & Co, Tsingtao
312 tons, Mitsubishi Shoji Kaisha, Tsingtao
352 tons, Mitsui & Co, Tsingtao

THYME—4 dms, Norda Essential Oil & Chem Co, Alicante

ORANGE FLOWER WATER—1 dm, Van Ameringen Haebler, Puerto Prince

ORE CONCENTRATES—189 bgs, Watson, Geach & Co, Cristobal

OXIDES—1 box, Asiatic Petroleum Corp, Maracaibo

PAPRIKA—200 cs, Atlantic & Pacific Tea Co, Alicante

PEANUTS—500 bgs, Tsingtao

PEPPER, BLACK—50 bgs, Vera Cruz

PERFUME—3 cs, E F Pipe, Barcelona

PHOSPHORUS, RED—50 cs, H H Rosenthal & Co, Kobe

PIMENTO—145 bgs, Gillespie & Co, Kingston
100 bgs, Kingston

POTASH, NITRATE—1 bg, Vera Cruz

QUICKSILVER—110 flasks, Chase Natl Bank, Vera Cruz
20 flasks, Chase Natl Bank, Vera Cruz
37 flasks, Chase Natl Bank, Vera Cruz
67 flasks, Chase Natl Bank, Vera Cruz
23 flasks, Chase Natl Bank, Vera Cruz
10 flasks, Watson, Geach & Co, Vera Cruz

ROCK CRYSTALS—17 cs, Philipp Bros, Bahia
8 cs, Royal Bank of Canada, Bahia

SAFFRON FLOWERS—12 bls, Vera Cruz

SCHEELITE ORE—100 bgs, Mercantile Metal & Ore Corp, Buenos Aires
192 bgs, Philipp Bros, Capetown

SESAME SEED—300 bgs, Globe Shipping Co, Shanghai

SILVER, CONC—6 dms, Wedeman & Godknecht, Beira

SPONGES—13 bls, Havana
2 bls, Vera Cruz
13 bls, J H Rhodes & Co, Havana
12 bls, J Block, Havana
5 bls, Havana

STARCH, MANDIOC—50 bgs, Nortz & Co, Rio Janeiro

TALC—2,000 bgs, C B Chrystal & Co, Tsingtao
1,200 bgs, C B Chrystal & Co, Tsingtao

TANKAGE—3,048 bgs, Tupman, Thurlow & Co, Buenos Aires

TAPIOCA FLOUR—1,103 bgs, Seligman & Co, Pasoeroean
250 bgs, H P Winter & Co, Cheribon
500 bgs, H P Winter & Co, Cheribon
2 cs, Corn Product Refg Corp, Puerto Plata
23 bgs, Havana

TARTAR—498 bgs, Charles Pfizer & Co, Barcelona
530 bgs, Bunge North American Grain Co, Buenos Aires

THYME LEAVES—298 bgs, Kachurin Drug Co, Alicante
256 bgs, Kachurin Drug Co, Alicante

TIN BARRILLO—500 bgs, A G Gibbs, Arica

RESIDUE—892 bgs, Vera Cruz

TOLU BALSAM—20 cs, Wessel, Duval & Co, Barranquilla

TONKA BEANS—95 cks, Kennedy, Butcher & Co, Trinidad

TUNGSTEN CONCENTRATES—92 bgs, Irving Trust Co, Buenos Aires
102 dms, Irving Trust Co, Buenos Aires
100 bgs, Chase Natl Bank, Buenos Aires
167 bgs, Wah Chang Trading Corp, Buenos Aires

VANADIUM ORE—6,442 bgs, Vanadium Corp, Callao

WAX, BEES—19 bgs, Havana
20 bgs, A Hahne, Valparaiso
15 bgs, Lenape Trading Co, Trujillo
23 bgs, Curacao Trading Co, Trujillo
25 bgs, Havana
14 bgs, Hides Trading Co, Havana
29 bgs, Havana
60 bgs, Van Oppen & Co, Havana
33 bgs, Havana
18 bgs, Curacao Trading Co, Trujillo
16 bgs, Jose Armentenos, San Pedro de Macoris
30 serroons, Porcella Vicini & Co, Puerto Plata
6 serroons, Porcella Vicini & Co, Puerto Plata
41 serroons, Agruba Trading Co, Puerto Plata

CANDELILLA—761 bgs, M Argueso & Co, Vera Cruz

CARNAUBA—50 bgs, American Cyanamid & Chem Co, Bahia
68 bgs, Smith & Nichols, Bahia

OURICURY—2 bls, Adolph Hirsch & Co, Bahia

REFINED—2,541 bgs, Standard Oil Co of N J, Palembang

VEGETABLE—100 cs, C B Chrystal & Co, Moji

WINE LEES—750 bgs, Lisbon

WOLFRAM ORE — 250 bgs, Wah Chang Trading Corp, Arica
500 bgs, Wah Chang Trading Corp, Arica
250 bgs, Wah Chang Trading Corp, Arica
26 bbls, Brown Bros-Harriman Co, Lisbon

New York Transit Imports

COCONUT, DESIC—3,500 bgs, General Food Sales Corp, Manila, Bridgeport

CORK—77 bgs, Ontario Cork Co, Lisbon, Canada

BLOCK—4 bgs, Ontario Cork Co, Lisbon, Canada

ERGOT—100 cs, Parke, Davis & Co, Lisbon, Detroit

VANILLA BEANS — 2 cs, Zink & Triest, Vera Cruz, Philadelphia

Baltimore Imports

ILMENITE SAND—8,500 tons, Cochin
4 tons, Cochin

IRON ORE—21,800 tons, Behtlehem Steel Co, Cruz Grande
6,600 tons, Rio Janeiro
11,500 tons, Bethlehem Steel Co, Cruz Grande
21,500 tons, Bethlehem Steel Co, Cruz Grande
11,500 tons, Bethlehem Steel Co, Felton

MANGANESE ORE—8,400 tons, Vizagapatam
8,450 tons, Vizagapatam

OIL, FUEL—19,018 bbls, Standard Oil Co N J, Aruba
111,000 bbls, Standard Oil Co, N J, Aruba

GAS—47,928 bbls, Standard Oil Co N J, Aruba

Boston Imports

BRISTLES—55 cs, F H Cone & Co, Tientsin
10 cs, F H Cone & Co, Tientsin

COCONUT, DESIC—50 cs, Wilbur Ellis Co, Davao
200 cs, Wilbur Ellis Co, Davao

GINGER ROOT — 315 bgs, G B Ollivant, Africa

GRAPHITE, AMORPHOUS—2,000 bgs, Asbury Graphite Mills, Huson

TAPIOCA FLOUR—532 bgs, First National Bank, Pasoeroean
4,411 bgs, Minute Tapioca Co, Pasoeroean
1,103 bgs, A Hoffman Co, Pasoeroean
1,103 bgs, Stein, Hall & Co, Cheribon
500 bgs, First National Bank, Cheribon
11 bgs, H P Winter & Co, Cheribon

Charleston Imports

TAPIOCA FLOUR—250 bgs, H P Winter & Co, Cheribon
504 bgs, Stein, Hall & Co, Batavia
100 bgs, Stein, Hall & Co, Batavia

Los Angeles Imports

AGAR—800 lbs, Osaka
50 lbs, Yokohama

ALUMINA SILICATE ORE—102,590 lbs, Calcutta

APRICOT KERNELS—2,000 lbs, Hongkong

BEAN CAKE—450 lbs, Kobe

CHALK, CRUDE—224,000 lbs, London

COCONUT, DESIC—37,440 lbs, Hongkong

COCONUTS—63,000 lbs, Colon

COPRA—3,584,000 lbs, Cebu

MEAL—10,480 bgs, 1,048,000 lbs, Manila
5,600 bgs, 560,000 lbs, Cebu

FISH LIVERS—495 tins, 19,800 lbs, Japan
50 tins, 2,000 lbs, Tokyo
150 tins, 6,000 lbs, Yokohama
996 tins, 39,840 lbs, Yokohama

GINGER ROOT—500 lbs, Hongkong

GUM, COPAL—11,120 lbs, Macassar

MEDICINAL PREPS—250 lbs, Shanghai
100 lbs, London
80 lbs, Japan
10 lbs, Yokohama

MUSTARD SEED—30,000 lbs, Shanghai

OIL, CHINAWOOD—27,450 lbs, Hongkong

PALM—656,280 lbs, Belawan Deli

SESAME—300 lbs, Hongkong

TUNA FISH-LIVER—1,430 lbs, Japan

ORANGE PEEL—7,670 lbs, Malaga

PAINTS—100 lbs, London

PEANUTS—300 lbs, Hongkong

SHELLED—10,100 lbs, Hongkong

PEATMOSS—89,600 lbs, Glasgow

POLISH—160 lbs, London

RICE FLOUR—3,950 lbs, Hongkong
240 lbs, Hongkong
500 lbs, Yokohama

SEAWEED, DRD—310 lbs, Osaka

SOAP, SADDLE—2,320 lbs, London

SOYBEANS—1,500 lbs, Kobe

STARCH—1,920 lbs, Kobe
400 lbs, Hongkong
1,740 lbs, Osaka

TAPIOCA FLOUR—2,370 lbs, Hongkong

TOILET PREPS—6 lbs, Japan
80 lbs, London

YEAST EXTRACT—2,240 lbs, London

WAX, MINERAL, RFD—2,118 bgs, 280,110 lbs, Soenger Gerong

New Orleans Imports

COCONUTS—46 tons, Puerto Cortez

Norfolk Imports

BLOOD, DRIED—1,000 bgs, Buenos Aires

BONES—179 bgs, Montevideo
1,191 bgs, Buenos Aires

HORN PITHS—513 bgs, Armour & Co, Montevideo
198 bgs, Buenos Aires
206 bgs, Chemical Product Corp, Buenos Aires

QUEBRACHO EXTRACT—2,154 bgs, Tannin Corp, Buenos Aires
10,000 bgs, International Product Corp, Buenos Aires
2,139 bgs, International Product Corp, Buenos Aires
1,061 bgs, International Product Corp, Buenos Aires

TANKAGE—2,000 bgs, Montevideo
2,000 bgs, Montevideo
2,632 bgs, Buenos Aires
833 bgs, Ashcraft, Wilkinson & Co, Buenos Aires
441 bgs, Buenos Aires
2,000 bgs, Wessel, Duval & Co, Buenos Aires
661 bgs, Buenos Aires

Oklahoma Imports

COCONUT, DESIC—70 cs, Williams Candy Co, Manila
300 bgs, Williams Candy Co, Manila

Philadelphia Imports

BAUXITE ORE—3,000 tons, Demerara

BONEMEAL—544 bgs, National City Bank of N Y, Buenos Aires
500 bgs, Buenos Aires

COCOA BEANS—5,000 bgs, Guaranty Trust Co, Ilheos
4,000 bgs, Chase National Bank, Ilheos
9,500 bgs, Ilheos
1,000 bgs, Bank of London and South America, Ilheos
2,000 bgs, National City Bank of New York, Ilheos

COCOA BEANS—6,000 bgs, Bahia
3,500 bgs, Chase National Bank, Bahia
25,588 bgs, Balfour, Guthrie & Co, Lagos
20,000 bgs, Balfour, Guthrie & Co, Accra
13,360 bgs, Balfour, Guthrie & Co, Takoradi
5,440 bgs, Balfour, Guthrie & Co, Ada
8,000 bgs, Balfour, Guthrie & Co, Wineneba
CORK, VIRGIN—1,194 bls, Armstrong Cork Co, Lisbon
WASTE—2,800 bls, Armstrong Cork Co, Lisbon
1,090 bls, Armstrong Cork Co, Lisbon
COTTONSEED MEAL—3,980 bgs, Santos
GLYCERIN, SOAPLYE—50 dms, Buenos Aires
MAGNESITE ORE—20,000 bgs, Dairen
MANIOC FLOUR—850 bgs, New York Trust Co, Ceara
OIL, FUEL—10,082 tons, Socony-Vacuum Oil Co, Aruba
PETROLEUM, CRUDE—88,013 bbls, Gulf Oil Corp, Las Piedras
87,873 bbls, Gulf Oil Corp, Las Piedras
119,491 bbls, Gulf Oil Corp, Puerto la Cruz
66,618 bbls, Atlantic Refining Co, Las Piedras
STARCH—1,200 bgs, New York Trust Co, Ceara
TANKAGE—955 cakes, 11 bgs., Buenos Aires
ZIRCONIUM ORE—500 bgs, Santos

San Francisco Imports

COCONUT, DESIC—200 bgs, M S Cowen Co, Manila

Imports Detained

Detentions recently effected at various ports by United States authorities on determination by the Food and Drug Administration that products offered for import were adulterated or misbranded under the Federal food and drug and cosmetic act, or did not comply with other customs regulations, included the following articles for the reason stated:—

New York

Week Ended October 9

Nutmegs, 194 bags; restricted use.

Medicinal preparation, 5 parcels; false therapeutic claims.

Medicinal preparation, 1 parcel; new drug.

Baltimore

Week Ended October 9

Fertilizer mixture, 16,000 bags; restricted use.

Boston

Week Ended October 9

Cod oil, 6,715 gallons; restricted use.

Denver

Week Ended October 3

Cosmetic, 20 pieces; coal tar dye without warning statement.

San Francisco

Week Ended October 3

Medicinals, 100 pieces; ingredients not stated; directions not stated; warnings not stated.

Medicinals, 200 pieces; false therapeutic claims; required statements lacking.

Medicinals, 18 pieces; contents not stated; ingredients not stated.

Seattle

Week Ended October 3

Medicinals, 12 pieces; false therapeutic claims.

Sesame seed, 1 case; filthy.

Exports from U.S. Ports

Baltimore Exports

CELLULOSE ACETATE—220,135 lbs, South America
DEXTRIN—10,000 lbs, Port Natal
INSECTICIDE—40,032 lbs, Capetown
LEAD ARSENATE—36,000 lbs, Capetown
LITHOPONE—20,000 lbs, Port Natal; 20,000 lbs, Port Natal
POLISH, AUTO—1,872 lbs, Port Natal
1,092 lbs, Port Natal
FURNITURE—530 lbs, Port Natal
288 lbs, Port Natal
POTASH SULPHATE—69 tons, Capetown; 20 tons, Capetown

Los Angeles Exports

ACETYLENE—4 cyls, 860 lbs, Balboa
ACID, ACETIC—2,800 lbs, Barranquilla
BENZOIC—50 lbs, Hongkong
BORIC—20 bgs, 2,240 lbs, Mazall
SULPHURIC—380 lbs, Barranquilla
ALUMINUM POWDER—100 lbs, Hongkong
ASPHALT, LIQ—2 dms, 830 lbs, Balboa
SOLID—151 dms, 76,680 lbs, Balboa
BARYTES—10 bgs, 1,000 lbs, Corinto
BLACK, CARBON—120 lbs, Hongkong
BLEACHING POWDER—45 bgs, 2,250 lbs, Guanta
BLUE VITRIOL—450 lbs, Mazatlan; 2,250 lbs, Guaymas
BORAX—2,034 bgs, 339,680 lbs, Osaka; 80 pkgs, 1,950 lbs, Mazatlan
BROMINE, LQ—144,000 lbs, Liverpool
CEMENT, RUBBER—60 lbs, Hongkong
CHESTNUT BARK EXT—1,000 lbs, Manila
CLAY—800 bgs, 40,000 lbs, Barranquilla; 20 bgs, 2,000 lbs, Vancouver
FILTER, GRD—400 sx, 20,160 lbs, Barranquilla
GROUND—1 bg, 110 lbs, Guaymas
CLEANER—560 lbs, Manila; 740 lbs, Vancouver
COALTAR—2,500 lbs, Mazatlan
DIATOMACEOUS EARTH—3,000 bgs, 300,000 lbs, Vancouver
DIBUTYL PHTHALATE—1,440 lbs, Hongkong
GASOLINE—115,051 bbls, Japan; 17,000 dms, Yokohama/Moji; 15,782 bbls; Juneau/Ketchikan; 74,949 bbls, Vladivostok
GREASE—71 ctns, 2,840 lbs, Manila; 10 dms, 1,200 lbs, Manila
KEROSENE—13,095 bbls, Ioco
LACQUER—7,490 lbs, Manila; 940 lbs, San Juan; 590 lbs, Santiago
THINNER—1,760 lbs, San Juan
LARD—500 pkgs, 18,500 lbs, La Paz
LITHOPONE—3,000 lbs, Hongkong
MAGNESIA SILICATE—4,000 lbs, Guayaquil
MEDICINAL PREPS—350 lbs, Manila
METHYL CHLORIDE—10 cyls, 600 lbs, Hongkong
MUD TREATING COMP—5,300 lbs, Manila
NAPHTHA—20 dms Vancouver
NUTMEGS—50 lbs, Mazatlan
OIL, CASTOR—440 lbs, Hongkong
DIESEL—9,133 bbls, Manila; 3,540 bbls, Kawasaki; 60,029 bbls, Osaka; 63,329 bbls, Shimotsu; 25,036 bbls, Juneau/Ketchikan; 62,458 bbls, Balboa; 1,435 bbls, Puerto Armuelles
FISH—2,060 lbs, Aibonito
OIL, FISH, FLAKE—100 bgs, 10,000 lbs, Panama
FUEL—67,282 bbls, Manila; 74,924 bbls, Kawasaki; 9,925 bbls, Osaka; 32,064 bbls, Juneau/Ketchikan
FURNACE—14,496 bbls, Juneau/Ketchikan
LINSEED—470 lbs, Arroyo
LUBRICATING—126 dms, Shanghai; 4 dms, La Paz
OLEO—6,210 lbs, Hongkong
PALM—6,000 lbs, Guayaquil
PALM, FLAKE—2,000 bgs, 203,000 lbs, Manila; 63 bgs, 10,000 lbs, Guaymas
PAINT—700 lbs, Corinto; 330 lbs, Santiago; 1,950 lbs, Arroyo; 90 lbs, La Paz
REMOVER—50 lbs, San Juan
PLASTER, ACOUSTICAL—7,000 lbs Manila
POTASH BICHROMATE—400 lbs, Mazatlan
PUTTY, GLAZING—40 lbs, Manila
RESIN, SYNTH, SOLUT—1,110 lbs, Hongkong
RUBBER COMP—1,700 lbs, Hongkong
SALT, GRD—200 lbs, Manila
SEAWEED, DRD—3,630 lbs, Yokohama
SOAP, LAUNDRY—47,500 lbs, San Juan; 7,500 lbs, Mayaquez
SODA ASH—500 lbs, Manila; 551,150 lbs, Rio Janeiro; 51,890 lbs, Mazatlan
CAUSTIC—100 lbs, Manila
HEXAMETAPHOSPHATE—400 lbs, Manila
SILICATE—4,000 lbs, Guayaquil
TETRAPYROPHOSPHATE—1,000 lbs, Manila
SULPHUR—300 bgs, 60,000 lbs, Buenaventura
TALC—200 sx, 8,960 lbs, Barranquilla; 2 sx, 220 lbs, Guaymes
TANNERS' BATE—5,260 lbs, Mazatlan
TAPIOCA, PEARL—800 lbs, Mazatlan
TITANIUM OXIDE—2,990 lbs, Hongkong
TOILET PREPS—80 lbs, Manila; 1,060 lbs, Hongkong; 200 lbs, Rangoon; 880 lbs, Manila; 1,130 lbs, Singapore; 900 lbs, Manila; 110 lbs, San Juan
UMBER, BURNT—290 lbs, Hongkong

New Orleans Exports

ACETYLENE—2 tons, Puerto Cabezas
ACID, STEARIC—18 tons, Havana
ALUMINUM FOIL—8 tons, Vera Cruz
ASPHALT — 58 tons, West Coast South America
BAUXITE ORE CONC—31 tons, Vera Cruz
CALCIUM—19 tons, Vera Cruz
COLOR—13 tons, Vera Cruz
FIRECLAY—10 tons, Puerto Barrios
GAS, LIQ—2 tons, Celba
GASOLINE—12 tons, Bluefields
KEROSENE—4 tons, Puerto Cabezas
LARD—66 tons, Barranquilla; 18 tons, Cartagena; 79 tons, Havana; 10 tons, Panama City; 16 tons, West Coast South America; 65 tons, Tampico; 25 tons, Vera Cruz
OIL, COTTONSEED—43 tons, Cristobal; 6 tons, Havana
DIESEL — 155 tons, Puerto Cabezas; 169 tons, Celba
FUEL—615 tons, Celba
LUBRICATING—9 tons, Havana; 14 tons, Cartagena; 35 tons, Cristobal
PARAFFIN — 69 tons, West Coast South America; 11 tons, East Coast South America; 133 tons, Vera Cruz
PITCH, COALTAR—33 tons, Cristobal
ROSIN—8 tons, East Coast South America
SALT—47 tons, Havana
STARCH, CORN—15 tons, Havana
STEARIN—7 tons, Celba
TANNING EXTRACT—23 tons, Vera Cruz

Philadelphia Exports

DYEWOOD EXTRACT—40 dms, 20 cs, Buenos Aires
GREASE, LUBRIC—150 pkgs, Pernambuco
LUBRICANTS—357 pkgs, Para
OIL, LUBRIC—185 cs, Rio de Janeiro; 315 cs, Santos; 154 pkgs, Pernambuco; 190 dms, 74 cs, Bahia; 12 dms, 30 cs, Manaos; 32 dms, 56 cs, Maceio
POLISH—1 cs, Santos

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Foreign Trade Rules

Information recently published by the Department of Commerce in foreign tariff and related trade regulations include the following:—

Alcohol Propylene:—The United Kingdom Treasury has issued an order exempting alcohol propylene from the key industry duty until December 31, 1940.

Cottonseed Cake:—Egyptian exportations of cottonseed cake have been made subject to permit.

Denatured Coconut Oil:—Palestine imports of coconut oil, which has been denatured with citronella oil in the proportion of not less than two parts of the latter to one thousand of the former, has been exempted from import duty.

Essential Oils:—United Kingdom has announced that, until further notice, no licenses will be issued to import mixtures of essential oils, with or without synthetics; and of terpeneless and sesquiterpeneless oils, except from Empire areas and certain French colonies.

Mineral Fuels:—Syria and Lebanon has subjected to permit the importations of liquid mineral fuels.

Soda Ash:—The British Indian Department of Commerce has ruled that a refund of any import duty in excess of 10 percent ad valorem on soda ash, when imported from non-Empire sources for glass manufacturing purposes, is to be continued for a two-year period.

Sodium Cyanide:—Southern Rhodesia has suspended the import duty of 5 percent ad valorem on soda cyanide imported from non-Empire sources.

Tin:—French Indochina requires an export license for shipments of metallic tin from French Indochina to the United States.

Tung Nuts:—Uruguay permits the duty free importation of tung nuts up to 1,000 kilograms.

Vanilla Beans:—French Oceania exports of vanilla beans are subject to a special "war" export tax of 36.37 francs per 100 net kilos.

Coastwise Shipments

Los Angeles Coast Trade

GASOLINE—61,744 bbls, Richmond; 2,250 bbls, San Diego; 1,411 bbls, San Diego; 2,928 bbls, San Diego; 69,000 bbls, Portland; 1,077 bbls, San Diego; 1,847 bbls, San Diego; 32,407 bbls, Richmond; 19,755 bbls, Seattle; 41,500 bbls, Sewaren
OIL, DIESEL—1,466 bbls, San Diego; 16,000 bbls, Portland; 1,472 bbls, San Diego; 2,924 bbls, San Diego; 5,610 bbls, Seattle
FUEL—77,310 bbls, New York; 28,583 bbls, Richmond; 47,693 bbls, Seattle; 101,836 bbls, Richmond; 66,892 bbls, Portland; 65,697 bbls, Seattle; 2,400 bbls, Portland; 68,450 bbls, Oleum; 66,077 bbls, Avon; 102,333 bbls, Richmond

Vitamin Labeling Views Given by U.S. Experts

—*Continued from page 5*

per gram, or units for any given quantity of the material, does not provide the consumer with much information that he can utilize, the label should contain a statement of the vitamin content in terms of the proportion of the minimum daily requirements supplied by a given quantity of the material.

At great length Dr. Nelson then went into a discussion of the scientific thought and experiments which had been used in determining the minimum daily requirements of vitamins A, B_1, C, D, and riboflavin and of calcium, phosphorus, iron, and iodine. Dr. Nelson emphasized that the amounts which he cited were not the unanimous opinion of current science, but that the preponderence of scientific thought agreed with these requirements.

The label should note, he said, if the need for a vitamin has not been established and if the minimum daily requirement has not been determined. Dr. Nelson stated that the label should mention the exact name of the vitamin, such as betacarotene or thiamin, even though it contains the alphabetized form of the name.

Cross-examination of Dr. Nelson by persons in the audience, brought out that although the committee on foods of the American Medical Association requires the source of vitamin D to be mentioned on the caps of accepted vitmin D milk, he felt it was not essential that the source be mentioned. Asked whether it might be advisable to await further research before setting up minimum requirements, he said they ought to wait for further testimony on the subject before that question should be raised. He denied that the mere declaration of vitamin content makes a food one for special dietary use.

Where products are sold only to doctors or hospitals or dispensed only on prescription, he held that statements of requirements should be different from those on products meant for consumers, since doctors should assume responsibility for knowing requirements.

In view of the fact that the minimum requirements set by the proposed regulations were in some cases below the U.S.P. recommended dose, Dr. Nelson said it would be satisfactory for the dosage to be labeled as given in the pharmacopeia if the product is offered as a dietary supplement. When the fear was raised that through this situation importation would be permitted of inferior codliver oil below U.S.P. standards, the presiding officer did not allow Dr. Nelson to comment.

Dr. Lela E. Booher, of the United States Public Health Service, described a method to determine the minimum daily requirements for vitamin A by a process of detecting symptoms of nutritional night blindness. Cross-examiners questioned the accuracy of the process.

Specific Proposals

Dr. William H. Sebrell, jr., of the Public Health Service, described two types of investigations used for determining riboflavin requirements: (1) giving small doses of riboflavin in the treatment of certain symptoms, and (2) observations on riboflavin excretion where the quantity of riboflavin administered was under normal control. He said it was desirable to state the content on the label both in milligrams and in daily requirements. He stated that satisfactory requirements for nicotinic acid had not yet been determined, but that it had been found that there was a definite need for it.

Dr. George Dobbs, of the Food and Drug Administration, testified that he had conferred with leading scientific experts all over the country before the minimum daily requirements for iodine had been set down in the proposed regulations.

Dr. Theodore G. Clumop, chief of the F.D.A. drug division, declared that labels for infant foods should bear the common name of each ingredient of the food, and if any ingredient consists of plant or animal matter, the specific plant or animal source must be revealed.

A statement declaring that the Children's Bureau of the Department of Labor was in full accord with the proposed regulations was read by Dr. Marian M. Crane, of the bureau. The bureau asked that a fourth group, that of pregnant and lactating women, be added to the three already set up for different requirements of vitamins.

Dr. Phillip C. Jeans, pediatrician of the University of Iowa, differed somewhat in the figures for daily requirements. The proposed regulations call for 750 milligrams of calcium and phosphorus. Dr. Jeans wants the following requirements for the minerals:—One gram for a child, 1.5 grams for adolescents, 1.5 grams for pregnant and lactating women, and 0.75 gram for adults. His figures for vitamins C and D and iron in baby food were also slightly different.

Herbert O. Calvery, F.D.A. pharmacologist, testified that foods based on any constituent not utilized in normal metabolism should bear the word, "nonnutritive," on the label. Dr. Adolf Rostenberg, F.D.A. medical officer, held that foods based on absence or decrease of any allergenic property should bear on the label the common name and proportion of each ingredient, the plant or animal which is its source, and the effect of any processing of such food.

Glyco Phila. Office Moved

The Glyco Products Company, this city, has moved its Philadelphia branch office to 2000 Franklin Trust Building, Fifteenth and Chestnut streets. The telephone number is Rittenhous 2200.

National Wholesale Druggists' Meeting

—Continued from page 70

have found, has benefited from such educational work on the part of the demonstrators in department stores.

Have I answered the question sufficiently, Mr. Lanigan?

Cooperative Wholesaling

Mr. McPherrin: If it isn't enough, you get him alone later and he will give you more answers.

I have another question here for Mr. Brooks, which he will not be required to answer, because the question isn't signed.

Mr. Brooks: I'll answer it, if you want me to.

Mr. McPherrin: You know who Mr. Brooks is; he ought to know who is asking the question. Perhaps it was an oversight. Maybe the person who wrote the question wants to identify himself.

"Would more or less retail druggists be interested in cooperative wholesaling in the next ten years?"

Do you want to answer that?

Mr. Brooks: Do I understand the question as referring to buying groups?

Mr. McPherrin: I think what he means is, will more druggists be getting involved in cooperative buying groups. I should imagine that is the question.

Mr. Brooks: If that is the question, my answer would be this, unless they in turn decide on the merchandising plans they are going to inaugurate in order to sell more goods, unless they decide that they are going to be local advertisers, the merchants who display their products and goods more effectively and more appealingly, I see no particular point. And that is the only thing they have in their mind, that they might be able to share in greater discounts. But I think the manufacturer would soon get wise to that and the wholesalers in turn would, because if the buying groups were formed and more of the druggists bought from the manufacturers direct, it is quite obvious the wholesale drug business would suffer very much.

Mr. McPherrin: I have a question for Mr. Nejelski from Bob Morrison, of Cook, Everett & Pennell. Brace yourself for this one: If the grocery store is becoming an important outlet for drugstore products, what can be done to check this trend and keep the business in the drug trade?

That is a good question.

Mr. Nejelski: That seems to me to boil down to making it interesting and desirable for consumers to buy that merchandise in drug stores. We seem to surround that whole problem, I think a good many of us, in our own thinking with a lot of mystery, but it boils down, it seems to me, very simply to making it interesting and desirable to buy it in the drug store rather than the other store.

Consumer Cooperatives

Mr. McPherrin: Thank you! A question for Mr. Thomas from Hugh Craig, of the OIL, PAINT AND DRUG REPORTER:—

To what extent will the consumer cooperative have replaced wholesaler and retailer and competitive manufacturing by 1950?

Mr. Thomas: I don't even want to look at the question.

Gentlemen, I would only speak very briefly on it. I can't answer the question, obviously; nobody can. But I think that Mr. Craig has a very good point there indeed. Cooperative selling, cooperative manufacturing, the so-called "cooperative movement" has made relatively slow progress in the United States. When I say relatively slow progress, I mean compared with what occurred in Sweden and Denmark and England and places like that. Without going into a long story and trying to dope out why that is so, I would say because the development has been slow for many reasons, that it probably will continue to be slow. Frankly, I am only expressing one man's opinion; I doubt if it is going to be a big factor by 1950; but I don't know what is going to happen after that.

Mr. McPherrin: Thank you Mr. Thomas!

Hugh Craig also tossed one to me, which isn't supposed to be. I am supposed to be immune from these questions. He says, "To what extent will the idea that advertising is an economic waste be developed by 1950?" A nice question!

Well, I don't think that advertising is an economic waste, nor do you, or you wouldn't have asked the question. Advertising is a selling force. If advertising is a cheaper way to sell goods than sending people from house to house, you will use advertising. If you can sell your goods cheaper going house to house with a peddler, you will use that. As long as we use advertising as a sound selling force where it can do a better, more profitable selling job than some other method, it will not be an economic waste. That is just my idea. Does anybody else want to answer that one? Lee Bristol is down there. He could give you a couple of hours on that one. He won't do it.

Mr. Spang was the gentleman who stayed over here at the expense of chartering a plane so he could fly to Cincinnati tonight, and he will be on the air at ten o'clock, I think, in case you want to tune in and get some more ideas on the future.

For Mr. Fiske—I don't see the signer of this question in the room, but it is a good signer, Ray Whidden.

"If socialized medicine becomes the law of the land, what effect will this have upon the druggists' prescription business?"

I think that has been partly answered.

Mr. Fiske: That question was answered by Mr. Shine.

Mr. McPherrin: All right. Mr. Nejelski, Mr. Schieffelin wants to know, are you willing to give us your judgment—I believe this is an invitation for you to talk to a Schieffelin sales force as near as I can figure it out.

Mr. Nejelski: I'll see you later!

Mr. McPherrin: Bill, was that the idea?

Mr. Schieffelin: The sales force wasn't in mind. I think maybe I didn't write clearly. Presenting some of the facts that he stated to us about current conditions to our employees was the purpose of the question.

Mr. Nejelski: I assume that having been exposed here, it is public property and you are free to use them in any way you wish, provided you don't malign me too blackly.

Mr. McPherrin: I have another question for Mr. Thomas. Your pal sent this one in—Earl Means.

He wants to know, is the government encouraging this shift of distribution that you mention?

Mr. Thomas: I don't know of anybody that is better able to answer that than Earl Means.

Educating Retailers

Mr. McPherrin: O. K.! Earl, where are you? You have three minutes to answer your own question.

I see that George Doerr, jr., has been paying attention to what he learns and observes, and he observes a lot. He wants Mr. Shine to answer this: Why should the wholesalers have to educate the retailers in merchandising when this is one of the functions of the State associations to which the retailers pay dues?

Joe, there is a question for you.

Mr. Shine: Well, State associations have been working on very limited budgets, I can promise you that. The idea of research for them to work on has never been developed. There are a few of us fellows from many different State associations that tried to build up some systematic system of education of retailers, but, again, we were working on a hit-and-miss basis. I believe it would be just marvelous if somebody would take into their fold a system of developing a systematic layout of an educational program. The educational program could consist of four or five different divisions; primarily the most important one is selling. I know that from examining, reading reports of many State associations, they couldn't even scratch the surface. But, unfortunately, we have to go begging, and when we beg, we beg from somebody that will mutually be benefited with our surveys.

Mr. McPherrin: George, if you were in Chicago and saw a new kind of service, teaching and education done by Mr. Shine's outfit, that is one answer to it. You have got to have somebody who knows how to teach, and he does.

Entertainment Colorful

"Fiesta"—the entertainment program of the convention—sizzled and swizzled with true Latin fervor. Colorful murals decorated the public rooms of the hotel and furnished the necessary atmospheric background for the festivities. Members of the entertainment committee were costumed as matadors, picadors, bandrillos, vacqueros, and bull-conquerors of all sorts. Spanish dishes were featured at the president's dinner. Everybody went around "Senoring" and "Senoraing" everybody else until one manufacturer was heard to bewail the fact that he hadn't brought his export manager along as an interpretor.

On Saturday a premiere showing of a motion picture, with the star present in person, was followed by a Smorgasbord and dancing. Sunday was featured by the golf and tennis tournaments, the ladies putting contest, a "Ron Swizzle" party, and a concert by radio talent.

On Monday, the ladies golf tournament and ladies luncheon and bridge were followed by the president's dinner and reception. The grand fiesta lottery then filled the ballroom. Tuesday and Wednesday saw more luncheons for the ladies, a bingo party, a stage show and a night club party. Carramba! She was an occasion, thees fiesta wizout a siesta!

De Sales Harrison, of the Coca-Cola Company, won the tennis finals of the men's singles from Pierre Harang, of Houbigant, and then paired with Dave Collings, also of Coca-Cola, to defeat William Weiss, jr., of the Alba company, and William Huisking, of Charles Huisking & Co., in the men's doubles.

Mrs. Carl F. G. Meyer, jr., defeated Miss Irving Moxley in the ladies tennis single.

Multitude of Golfers

The golf tournament was so heavily entered that a large part of the day was required for its completion and the innovation of having this a preconvention event proved useful.

The low gross score was made by M. C. Meigs, of the Chicago Herald-American. A. R. Clapham, of Johnson & Johnson, had the lowest net score.

The numerous winners in the several flights were as follows:—

First flight—Low gross, (1) J. C. Feldman, Consolidated Lithograph Company; (2) A. B. Austin, Thomas Leeming Company; (3) F. R. Huisking, Charles Huisking & Co.; (4) Thomas Singleton, Murine Company; (5) Paul Hyde, Mentholatum Company; low net, (1) R. G. Robinson, White Laboratories; (2) H. A. Loynd, Parke, Davis & Co.; (3) J. G. Searle, G. D. Searle & Co.; (4) W. G. McMahon, American Druggist; (5) C. D. Smith, Smith-Faus Drug Company.

Second flight—Low gross, (1) F. S. Meyer, Ronrico Corporation; (2) J. P. Spang, jr., Gillette Safety Razor Company; (3) H. J. Brooks, Coty, Inc.; (4) C. W. Warner, Maltbie Chemical Company; (5) Durbin Richardson, Richardson Corporation; low net, (1) J. H. McBride, Agfa-Ansco Corporation; (2) J. W. Roberts, Henry B. Gilpin Company; (3) H. L. Shade, Sterling Products, Inc.; (4) M. A. Eddy, Kimble Glass Company; (5) E. S. Retter, Eli Lilly & Co.

Third flight—Low gross, (1) A. H. Fiske, Eli Lilly & Co.; (2) H. V. Wallace, Kimble Glass Company; (3) Oliver Thompson, Oliver Thompson Company; (4) J. V. Powers, E. Fougera & Co.; (5) Floyd Thayer Abbott Laboratories; low net, (1) J. G. Bill, Sharp & Dohme; (2) H. Bellamy, Robert Bellamy & Co.; (3) C. A. Pennock, Hudnut Sales Company; (4) George Gardner, Druggists Supply Corporation; (5) D. D. Sanford, National Licorice Company.

Fourth flight—Low gross, (1) J. W. Kane, Iodent Chemical Company; (2) Stanley Rindfleisch, Amity Leather Products Company; (3) R. B. Little, Davol Rubber Company; (4) Arthur Hill, Johnson & Johnson; (5) E. E. Peterson, Forbes Lithographic Manufacturing Company; low net, (1) J. W. Vance, Hoffmann-LaRoche, Inc.; (2) J. E. Bradshaw, Southwestern Drug Company; (3) Ellery Mann, Tampax, Inc.; (4) E. P. Gibney, Bayer Company; (5) Max Hodgson, J. D. Tarcher & Co.

Fifth flight—Low gross, (1) Milton Dammann, American Safety Razor Company; (2) Charlie Mott, Topics Publishing Company; (3) J. V. Stauf, Solvay Sales Corporation; (4) Charles St. Clair, Royal Manufacturing Company; (5) J. H. Majesty, Hazel-Atlas Glass Company; low net, (1) I. D. Joel, American Home Products Corporation; (2) C. R. O'Malley, Topics Publishing Company; (3) G. F. Shaw, Henry K. Wampole & Co.; (4) Joseph Noh, McK. & R.-Merrell; (5) M. S. Schuehle, Merck & Co.

Sixth flight—Low gross, (1) Henry Doerr, jr., McK. & R.-Minneapolis; (2) H. K. Hineline, A. H. Williams Company; (3) G. C. Bradshaw, Mallinckrodt Chemical Works; (4) A. E. Wills, Sharp & Dohme; (5) J. C. Kelnberger, Scholl Manufacturing Company; low net, (1) H. B. Sliger, Commercial Solvents Corporation; (2) R. E. Horn, Abbott Laboratories; (3) E. C. Lewis, Mallinckrodt Chemical Works; (4) H. J. Lehman, Wildroot Company; (5) J. J. Handscomb, Youngs Rubber Company.

Wholesaler low gross—(1) W. O. Evans, Pennington Drug Company; (2) G. B. Moxley, Kiefer-Stewart Company; (3) H. Alkon, Long Island Drug Company; (4) W. R. James, Towns & James, Inc.; (5) A. M. Goetzman, McK. & R.-Rochester; (6) C. O. Mueller, Mooney-Mueller-Ward Company.

High gross—Top, R. F. Berls, McKesson & Robbins; next, Harold Hutchins, American Druggist.

Guest prizes, Prof. R. C. Wilson, University of Georgia; Hugo Gloeckler, Tampax, Inc.; E. B. Beecham, Mennen Company; A. L. van Ameringen, Van Ameringen-Haebler, Inc.

Women's low gross—(1) Mrs. D. R. Carse, (2) Mrs. T. S. Strong, (3) Mrs. R. A. Porter, (4) Mrs. E. H. Beardsley, (5) Mrs. A. L. Miller, (6) Mrs. W. R. Andler, (7) Mrs. E. M. Schuhmann.

Women's low net—(1) Mrs. R. W. Mossman, (2) Mrs. J. A. Huisking, (3) Mrs. Aglar Cook, (4) Mrs. A. J. Sloss, (5) Mrs. J. M. Buck, (6) Mrs. William Boas, (7) Mrs. D. H. Young.

Women's high gross—Top, Mrs. H. S. Sharp; next, Mrs. F. B. Kienzle.

Women's blind bogey—(1) Mrs. J. B. Walker, (2) Mrs. C. G. Baber.

Women's closest to pin—(1) Mrs. Thomas Wilson, (2) Mrs. T. S. Strong.

Women's putting—Golfers, (1) Mrs. Frederick Davis, (2) Mrs. J. W. Vance, (3) Mrs. E. H. Beardsley, (4) Mrs. A. J. Sloss; non-golfers, (1) Mrs. J. W. Roberts, (2) Mrs. L. R. Best, (3) Mrs. Benedict Stearns, (4) Mrs. A. H. Fiske.

William G. Mennen, generalissimo of good times, certainly got "no siesta en esta fiesta." Miss Mildred Mennen, who directed the events arranged for the ladies, also was not bound by any maximum workweek rule.

Everybody on the field forces worked hard and well. The various battalions and special groups were directed by the following:—

Saturday evening, James C. Chilcott.
Sunday afternoon, Charles Foster.
Sunday evening, E. H. Beardsley.
Monday afternoon, Mrs. C. F. G. Meyer, jr.
Monday evening, Ira D. Joel.
Tuesday afternoon, Mrs. H. P. Williams.
Tuesday evening, E. T. T. Williams.
Wednesday afternoon, Mrs. E. D. McDaniel.
Wednesday evening, H. H. Gritzan.
Ladies affairs, E. D. McDaniel.
Registration, J. W. Luther.
Souvenirs, J. W. Vance.
Men's golf, W. R. Andler.
Ladies' golf, Mrs. J. V. Stauf.
Tennis, W. W. Huisking.

Egloff Awarded Medal For Paper on Motor Fuels

Dr. Gustave Egloff, director of research for the Universal Oil Products Company, Chicago, has been awarded the Octave Chanute Medal by the Western Society of Engineers. The award is made annually for the best paper on mechanical engineering read before the society. Dr. Egloff's paper dealt with "Motor Fuels of the Present and Future."

Coastal Petroleum Rights Tackled by Congress

OPD Washington Bureau
October 7, 1940

Elimination of the long-pending threat to the title to submerged oil lands along the coasts of California and the Gulf of Mexico is proposed in a resolution introduced in the house today by Representative Lee E. Geyer, of California.

His resolution (H.J.Res. 613) would put Congress on record as reaffirming the doctrine that the title to submerged lands and tidelands is and ought to be vested in the respective States within whose boundaries such lands are situated.

Behind this resolution is the fact that for several years the Navy Department has been attempting to secure title to subocean oil pools, particularly off southern California, and to hold them as a part of the naval petroleum reserves, and department attorneys contend that title to all submerged lands between low-tide mark and the three-mile limit belongs to the Federal government and not to the States. Submerged fields near Los Angeles are now being operated under State permits and leases.

Several bills have been introduced in Congress directing the Department of Justice to bring suit to assert Federal title to such lands but no action has been taken on them. It is known that the Department of Justice is prepared to bring such a suit but desires that direction for its filing be given either by Congress or by the President. Approval of the Geyer resolution would terminate the matter as it probably would prevent the President from directing legal action.

Coca-Cola Stops Candy Co. From Infringing Trademark

Cleveland, Oct. 7, 1940

Use of the terms 'Coco', 'Coca', 'Cola' or 'Kola', alone or in combination, in the name of a candy is prohibited as infringing the trademark 'Coca-Cola', by the terms of an injunction issued here by Judge Robert N. Wilkin of the Federal District Court of the Northern District of Ohio.

A preliminary injunction entered on October 2 after a hearing of the facts, was made permanent today, restraining Max Glick, candy manufacturer, trading as the Max Glick Company, from using any portions of the expressions 'Coco-Cola' or 'Coca-Cola' in the name of a chocolate bar or other food product.

Business Wants and Offers

Minimum rate (up to 36 words), without display, $2.00 per insertion; 25c for each additional 6 words
Payable in advance at 59 John Street, New York

Agencies Wanted

NEW YORK JOBBING and importing firm established over twenty years is interested in securing new connections for the sale of raw materials, by-products or chemical specialties. BOX 172, Oil, Paint and Drug Reporter.

IF YOU can offer raw materials used in the rubber, paper, ink, paint, soap or other industries and would be interested in Ohio representation, address BOX 185, Oil, Paint and Drug Reporter.

Agents Wanted

SALES REPRESENTATIVES wanted in Cincinnati, St. Louis, Cleveland, Detroit, Pittsburg, other territories to sell aromatic chemicals to flavoring, soap, perfumery, essential oil, pharmaceutical, etc., trades. Representatives must have unimpeachable reputations and established contacts. BOX 169, Oil, Paint and Drug Reporter.

REPRESENTATION WANTED in Chicago and environs who must have knowledge of essential oils, flavors and compounds. Will only reply to answers stating confidentially age, experience, present or previous employment. BOX 176, Oil, Paint and Drug Reporter.

AGENTS WANTED—The manufacturers of "Shorts" (the new cap type rubber sheath for men) have openings in several territories for agents who detail the drug stores regularly and who can get the wholesalers to cooperate in handling drug store orders which the agent produces. Those known and experienced in such trade in the territories they now cover and wanting an additional item on liberal commission basis should communicate with Lorica Laboratories, Inc., 150 Bay street, Jersey City, N. J.

Businesses Wanted

INTERESTED in buying dry color manufacturing, importing, exporting or jobbing business. BOX 170, Oil, Paint and Drug Reporter.

Containers Wanted

WANTED — 100-200 clean second-hand carboys for export, either five or twelve gallons. BOX 189, Oil, Paint and Drug Reporter.

Equipment Offered

FOR SALE—Two Abbe 40-gal. pebble mills; one 1,000-gal. ball mill, motor driven; three Patterson 1,000-gal. mixing tanks; one Day jumbo jacketed mixer, 180 gals.; three 500-gal. Day steel jacketed mixing kettles; five Ross 26 in. stone mills, iron mill feeds; five Day 100 to 1,200 pound powder mixers; jar mills, 1 to 10 gals.; pony mixers; Shriver wood and iron filter presses 12 in. to 36 in. square; copper vacuum pans 60 to 200 gals.; colloid mills; only partial list. Send for bulletin. Brill Equipment Corporation, 183 Varick street, New York.

FOR SALE—Two 6x8 ft. pebble mills, 16x40 roller mills, 12x30 roller mills, 9x24 roller mills, 15 to 40-gallon pony mixers, lead mixers. Sell us your surplus equipment. Irving Barcan Company, 30 Church street, New York City.

JAR MILLS—One and four gallons; pebble mills—50—100 gallons; filter presses—18 in.—C. I.—24 in. wood; 300 gal. rubber lined kettle; 200 gal. closed copper tanks; 1 putty chaser. Edw. W. Lawler, Metuchen, N. J.

LIQUIDATING PLANT — Manufacturer will sell cheap one new paint kettle, 36x36, vacuum cooking with pressure gauge, valve thermometer and carriage to fit; one new monel two-gallon research kettle, with valve gauge and thermometer; 300 gallons synthetic varnish. All in Brooklyn, N. Y. BOX 187, Oil, Paint and Drug Reporter.

Equipment Wanted

WANTED—For chemical plant, filter press, jacketed kettle, vacuum dryer, powder mixer, pulverizer. No dealers. BOX 171, Oil, Paint and Drug Reporter.

Factories Offered

BRICK FACTORY—26,000 square feet, sprinklers, high ceiling, live steam available 24 hours per day, railroad siding. Unrestricted district downtown Brooklyn. The R. L. Kraft Company, Woolworth Building. COrtlandt 7-9377.

Materials Offered

FOR SALE—Mucic acid, excellent purity; large quantities available; new low price. Samples furnished. Eastern Color & Chemical Co., 145 Nassau street, New York City.

OUTLET WANTED for all or part of three to five tons weekly, new production, high grade, U.S.P. precipitated chalk, dentifrice grade. BOX 186, Oil, Paint and Drug Reporter.

Materials Wanted

WANTED—100-200 pounds meta amido phenol. Send samples and price. BOX 188, Oil, Paint and Drug Reporter.

Positions Vacant

MANUFACTURER of industrial finishes located in the east, desires services of a chemist with research formulation and control experience. One with experience in the formulation of glazing compounds and similar products preferred. In application state references, experience and salary expected. BOX 175, Oil, Paint and Drug Reporter.

Positions Vacant

WANTED—Two or three salesmen experienced in calling on commercial growers of vegetables, fruits and flowers and also in calling on trade supplying such growers. Able men having good records selling insecticides or fertilizers especially desired. Chemical or entomological training or education important. We want good men for permanent traveling sales jobs on fast-growing insecticides which our research staff has originated and which have become thoroughly established commercially. Write full details of experience, education, references, desired salary, and snap-shot if available. McLaughlin Gormley King Co., Minneapolis, Minnesota.

Positions Wanted

GRADUATE CHEMIST, young, married, have car, desire connection with sales department industrial chemical concern. Experienced in lacquer and cosmetic formulation work two years. Salary plus commission basis. Locate anywhere. BOX 184, Oil, Paint and Drug Reporter.

Services Offered

CHEMIST and chemical engineers — if you are now unemployed send your complete chronological record of education and experience to Chemist Advisory Council, Room 811, 60 East 42nd street, New York City.

Surplus Stocks

WILL BUY—Your surplus or off-grade chemicals, oils, waxes, pharmaceuticals, gums, by-products, residues. For quick action phone Mr. Gelb, WAlker 5-4250, Barclay Chemical Company, Inc., 75 Varick street, New York.

HIGHER MARKETS—Sell now. Wanted—Surplus or off-grade waxes, chemicals, greases, oils, botanicals, solvents, aromatics, gums, metals. Also wastes, by-products, residues. Single lots. Entire plants. Chemical Service Corp., 237 Fourth avenue, New York. STuyvesant 9-0133.

GUARANTEED
NEW AND REBUILT EQUIPMENT
FOR THE CHEMICAL AND
PROCESS INDUSTRIES
FIRST
MACHINERY CORP.
FMC
... ST. & EAST RIVER DRIVE
NEW YORK CITY

Bids Wanted

Gasoline:—825,000 gallons; Contracting Officer, Materiel Division, Wright Field, Dayton; circular 794, opening October 18.
Glycerin: — 2,000 gallons; Commanding Officer, Picatinny Arsenal, N. J.; circular 471, opening October 18.
Lacquer Dope:—15,000 gallons; Supply Officer, Naval Aircraft Factory, Philadelphia; requisition 6375 S & A, opening October 24.
Paint:—Supplies of; Commanding Officer, Rock Island Arsenal, Ill.; circular 447, opening October 15.
Paraffin Wax:—5,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 882, opening October 21.
Oil:—10,000 gallons; Commanding Officer, Springfield Armory, Mass.; invitation 134, opening October 15.
Soap, Grit:—1,500 pounds; Purchasing Officer, Panama Canal, Washington; schedule 4415, opening October 23.
Powder:—20,000 pounds; Purchasing Officer, Panama Canal, Washington; schedule 4415, opening October 23.
Saltwater:—9,000 pounds; Purchasing Officer, Panama Canal, Washington; schedule 4415, opening October 23.
Scouring Powder:—2,000 pounds; Purchasing Officer, Panama Canal, Washington; schedule 4415, opening October 23.
Soda Phosphate:—10,000 pounds; Purchasing Officer, Panama Canal, Washington; schedule 4415, opening October 23.
Tetryl—2,425,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 374, opening October 18.

"Vitaset" is the name under which the United States Finishing Company is marketing a new textile finish.

Obituaries

—Continued from page 45

Archibald Campbell, vice-president in charge of manufacturing for many years for the former Globe Soap Company, Cincinnati, died at his home in that city, October 4, after being ill six weeks. He came to Cincinnati in 1896 as a chemist for the soap company.

Mrs. Caroline B. D. Colgate, mother of S. Bayard Colgate, chairman of the board of the Colgate-Palmolive-Peet Company, soap manufacturer, Jersey City, died October 6, after a brief illness. She was seventy years old.

Edward J. Coughlin, a vice-president and director and member of the executive committee of the United States Rubber Company, died October 9 in this city. He was sixty-eight years old.

Mrs. Josephine Todd Greer, wife of R. T. Greer, Lenoir, N. C., died September 11 after a prolonged illness. She was sixty-four years old. Mr. Greer is proprietor of the Greer Drug Company, supplier of botanical drugs and pollens.

Winfield A. Huppuch, co-founder and former president of the Standard Wall Paper Company, which later merged with others to become the United Wall Paper Factories, Inc., died October 7 at Lake George. He was seventy-eight years old.

Benjamin W. McCausland, former president of the Chihuahua Copper Company of Mexico, died at Los Angeles, October 6. He was ninety-two years old.

Mrs. W. Robert Melville, wife of the Buffalo manager of National Lead Company, this city, died in East Aurora, N. Y., October 6, after a long illness. She was fifty-six years old.

Thomas Neal, co-founder and former president of the Acme White Lead and Color Company, died at Detroit October 6, after an illness of one week. He was eighty-two years old.

Frederick S. Shepard, general manager of manufacturing for the Socony-Vacuum Oil Company, this city, died October 10 at New Rochelle, N. Y., after a long illness. He was sixty years old.

Oliver H. Shoup, former governor of Colorado and a pioneer in the development of Wyoming oil fields, died recently in Santa Monica, Cal., following a heart attack. He was seventy years old. Mr. Shoup was the first president of the Midwest Oil Company and from 1914 to 1916 was president of the Midwest Refining Company.

John F. P. Siegmann, who retired eight years ago as a chemist at the naval ammunition depot at Fort Mifflin, near Philadelphia, died October 9 in this city. He was fifty-nine.

Morris L. Slugg, for sixteen years plant superintendent for the Armour Fertilizer Works, Chicago Heights, Ill., died recently at that place of a cerebral hemorrhage. He was fifty-nine years of age.

G. F. Whittier, co-founder and former president of the Richfield Oil Company, died October 6 in Los Angeles, after a long illness. He was seventy-one years old.

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